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THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association

Volume 1. Number 1.

BOSTON, MASS., APRIL, 1917

50 Cents Per Year

Story of the N E M P A

Great Organization of Farmers Won Success Because It Was Needed, the Producers Had Confidence in the Men Back of It and the Time Was Ripe for It.

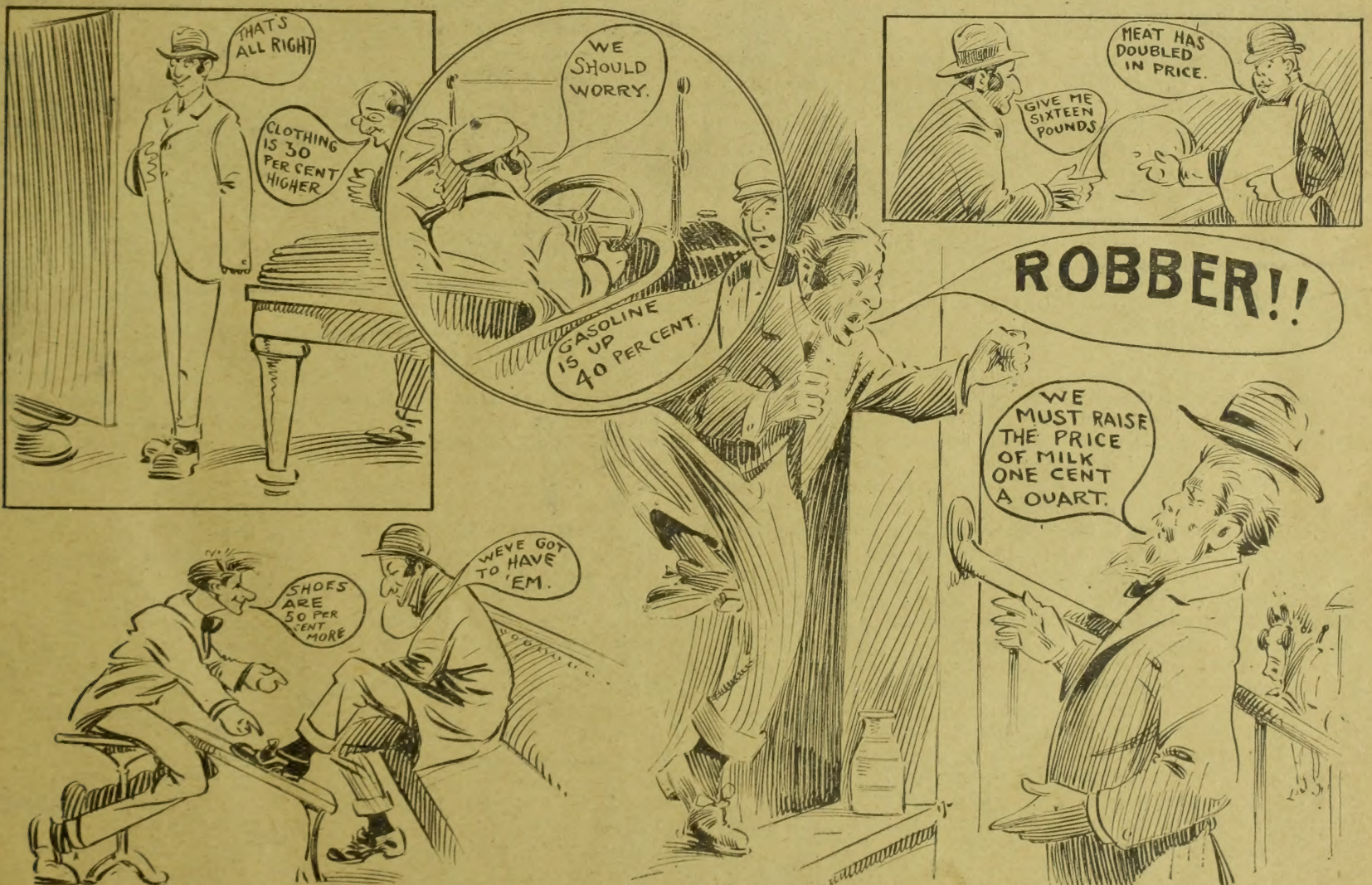
Not unlike the fabled spread of wildfire has been the movement for the organization of the milk producers of New England from Aroostook County in Maine to New Haven county in Connecticut and even across the

line to Washington and Rennselaer counties in New York. The New England Milk Producers' Association has been a wonderful success because the people wanted it, the time was ripe for it, and the men behind the move-

ment had the confidence of those who became its members.

There has been an organization of milk producers in New England for many years, but it never attained the proportions of the present associa-

tion. In fact, there never has been a time when the work cut out for such a solid, unified body, active in behalf of every individual producer in this section of the nation, seemed so essential and important as at present.



WHY DOES IT MAKE A DIFFERENCE?

College of Agriculture
University of Illinois

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Organization and united action are the order of the day. Labor has had its unions and capital its combinations for many years—there was nothing left for producers to do but get together to meet problems, emergencies and attacks with a united front. Last fall, subsequent to the stirring milk price-making times, the particular necessity for New England wide organization of milk producers became especially apparent. Secretary Richard Pattee, who has always insisted on the establishment of a price for milk somewhat in accord with the cost of the commodity, was the leader in the movement. Among others were E. O. Colby of Whitefield, N. H., R. D. Hunter of Claremont, N. H., Thomas Holt of Southington, Ct., C. I. Stoddard of Woodbridge, Ct., H. W. Tinkham of Warren, R. I., J. S. Murdock of Providence, R. I., E. E. Chapman of Ludlow, Mass., Stanley Abbott of Wilton, N. H., F. Northup of Ludlow, Vt., F. J. Libbey of Newport, Vt., Charles Elkins of Gorham, Me., Frank S. Adams of Bowdoinham, Me., Charles R. Brown of Deerfield, N. H., and Messrs. Herbert Myrick and Glenn C. Sevey of the New England Homestead. On Tuesday, Nov. 28, 1916, a meeting of enthusiastic producers and agricultural leaders was held in Springfield, Mass., and a solid organization planned. A committee was appointed to propose a constitution and a plan of permanent organization. It was provided that only actual dairy farmers should be members, and the basis of the organization was made the local unions, which consist of five or more members in a community.

When three or more local unions have been instituted in any one county, a county union shall be organized, each local union to be represented by at least one delegate. The central association is composed of one delegate from each county, while the executive committee is made up of one member from each state and the president and secretary, the two latter officials being elected at the annual meeting of the Central Association. State councils are made up of the members of the County Presidents in each state, while market district unions are composed of members who ship to local markets. They are governed by their own officers. A committee of four members of the district and a fifth chosen by the Central body constitute the selling agents for the products of the members in each market.

The plan permits of as near personal representation as is possible in a large body of men located in a wide area and affords an opportunity for every individual member to be heard on any matter, while yet retaining executive authority in a compact centre.

The plan appealed to wide-awake producers throughout New England and the officials of the Eastern States Agricultural and Industrial exposition of Springfield lent their hearty co-operation, voting \$500 as a basis for the work of organization and tendering the use of its offices in the Myrick building, Springfield, free of charge.

Dec. 30, 1916, was fixed as a grand rallying time and on that day mass

meetings were held in practically every county in the New England states. A wide wave of enthusiasm for the cause swept over the entire section and arrangements were made for the opening of membership lists in practically every town in New England where milk producers were located. This was followed by practical organization work and the membership grew by leaps and bounds, until a little more than three months after the first meeting in Springfield 9000 producers had joined or signified their intention of joining.

A general meeting was held at the Quincy House in Boston, Jan. 10, at which a constitution was recommended. On the following day the old association accepted the constitution proposed for the new movement and the officers of the old association were continued to complete the organization of the new. Feb. 22 was selected as the annual meeting date. On Jan. 22 an organizing campaign was started, which included 398 meetings in New England and New York, at which 376 local associations were instituted. The number has grown steadily since.

The first annual meeting, Feb. 22, resulted in the election of Frank W. Clark of Williston, Vt., president; F. S. Adams, Bowdoinham, Me., vice-president; Richard Pattee, Laconia, N. H., secretary; E. P. Wilcox, Littleton, Mass., treasurer, and the following executive committee:

Maine, L. E. McIntire,
New Hampshire W. D. F. Hayden,
Vermont, Heman Stannard,
Massachusetts, M. L. Poole,
Rhode Island, E. H. Theinert,
Connecticut, R. A. Sikes,
New York, Dr. G. R. Little.

Since that date the work of the association has gone on throughout New England and in portions of New York without interruption. It is estimated that over 40 per cent of the producers who ship milk to New England points are now members and the list is increasing daily. So general and widespread was the interest that it was felt the logical place for headquarters was in Boston, both as a central meeting place, convenient for members from all sections, and also as the metropolis of New England. A suite of offices was engaged at No. 26 Broad street, and March 8 the pleasant quarters in Springfield, the scene of the first successes of the association, were given up and the books and paraphernalia moved. Since that date the work has gone on uninterruptedly, with splendid prospects of continued development and greater success.

Following is a list of the county presidents and secretaries:

MAINE.

County Presidents

Androscoggin—Dr. John A. Ness, Auburn, Maine.
Cumberland—J. P. Buckley, Stroudwater, Me.
Franklin—S. J. Luce, Farmington, Me.
Kennebec—George Wheeler, Waterville, R. I.
Knox—Ralph W. Cripps, Camden.
Lincoln—Geo. C. Erskine, Alna.
Oxford—G. W. Q. Perham, Bryant's Pond.
Penobscot—F. A. Potter, Oldtown.
Piscataquis—Geo. B. Dow, Dover.
Sagadahoc—Frederick Wright, Bath.

Somerset—J. E. McMichael, Pittsfield.
Waldo—Edward Evans, Belfast.
York—Edgar L. Smith, Waterboro.

County Secretaries.

Androscoggin—Frank W. Philbrook, Greene.
Cumberland—M. Johnson, Gorham.
Franklin—R. W. Goodwin, Farmington.
Kennebec—Everett Hunter, Benton Station.
Knox—Walter C. Swift, Thomaston.
Lincoln—L. H. Ford, Whitefield.
Oxford—Geo. W. Richardson, West Paris.
Penobscot—Vaughan Jones, Bangor.
Piscataquis—Duane Mower, Dexter.
Sagadahoc—J. G. Bailey, Wiscasset.
Somerset
Waldo—G. J. Mudgett, Burnham.
York—H. E. Wentworth, North Berwick.

NEW HAMPSHIRE.

County Presidents.

Belknap, H. N. Sanborn, Lakeport.
Carroll, W. S. Chase, Sanbornville.
Cheshire, W. G. Reed, Westmoreland Depot.
Coos, Bert J. Howe, Lancaster.
Lower Grafton, Ransom S. Cross, Enfield.
Upper Grafton, F. E. Gorham, South Newbury, Vt.
Merrimack, Geo. W. Lake, North Chichester.
Rockingham, H. N. Sawyer, Haverhill, Mass.
Strafford, W. D. F. Hayden, Dover.
Sullivan, L. P. Cross, Claremont.

County Secretaries.

Belknap.
Carroll, John S. Roberts, Sanbornville.
Cheshire, Fred O. Hamblett, Keene.
Coos, Geo. C. Evans, Starrking.
Lower Grafton.
Upper Grafton, A. B. Jesseman, Sugar Hill.
Merrimack, A. L. Osgood, Pittsfield.
Rockingham.
Strafford, Summer Watson, Dover.
Sullivan, L. W. Hitchcock, Ascutneyville.

VERMONT

County Presidents.

Addison, Carl O. Church, Whiting.
Bennington, James Bebee, Dorset.
Caledonia, W. P. Russell, Lyndonville.
Chittenden, Frank W. Clark, Williston.
Franklin, W. G. Fassett, Enosburg Falls.
Lamoille, George H. Terrill, Morrisville.
Rutland, Heman Stannard, Fair Haven.
Washington, Mark H. Moody, Waterbury.
Windham, Henry Frost, E. Putney.
Windsor, (Lower) A. E. Ormsby, Cavendish.
Windsor (Upper) F. W. Howland, South Royalton.
Orleans, E. S. Kelly, Orleans.

County Secretaries.

Addison, G. D. McQuivy, Middlebury.
Bennington, Houghton Rice, Bennington.
Caledonia, W. A. Simpson, Lyndonville.
Chittenden, L. J. Rowley, Milton.
Franklin, Geo. G. Stebbins, Sheldon.

Lamoille, Myron D. Young, Cambridge.
Rutland, L. H. Cook, Rutland.
Washington, M. J. Corliss, Montpelier.
Windham, Lynn W. Fullam, Westminster.
Windsor, Wm. Bixby, Ludlow. (lower)
Windsor, J. L. Hazen, Norwich. (upper)
Orleans, Frank Emerson, Barton.

MASSACHUSETTS.

County Presidents.

Bristol, Elmer M. Poole, No. Dartmouth.
Essex, Chauncey Gleason, Haverhill.
Franklin, M. L. Crafts, Whatley.
Hampden, H. S. Ashley, East Longmeadow.
Hampshire, R. H. Clapp, Easthampton.
Middlesex, E. P. Wilcox, Littleton.
Plymouth, Geo. A. Sylvester, West Bridgewater.
Worcester, C. E. Walcott, Barre Plains.

County Secretaries.

Bristol, Geo. B. Flint, East Mansfield.
Essex, Geo. D. Hooper, Danvers.
Hampden, C. M. Randall, Agawam.
Hampshire, J. W. Parsons, Northampton.
Middlesex, Mervin R. Parsons, Framingham.
Worcester, R. D. Lull, Hardwick.

CONNECTICUT.

County Presidents.

Tolland—F. E. Clark, Amston.
Windham—J. E. Elliot, Wauregan.

County Secretaries.

Tolland—R. A. Sikes, Ellington.
Windham—Wm. F. Spokesfield, Williamantic.

NEW YORK.

No county organizations as yet, all grouped under Eastern New York Boston District. Dr. George R. Little, Schaghticoke, N. Y.

HIGHER MILK.

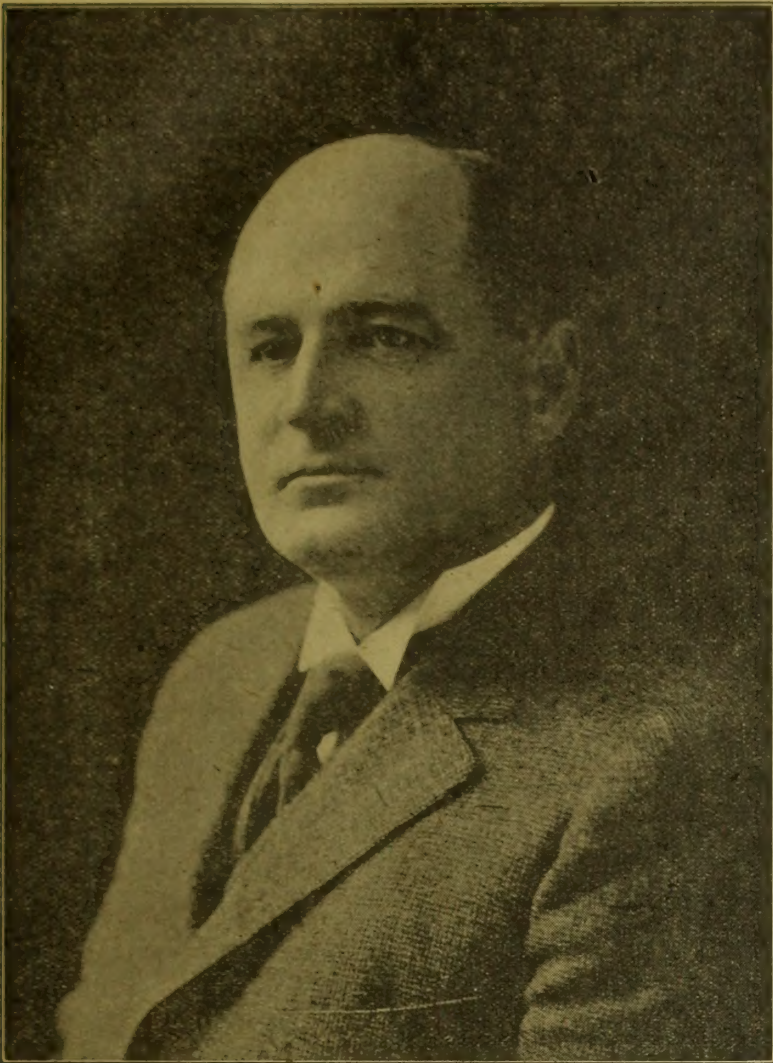
It should be thoroughly understood by the public that the announced increase in the price of milk in Boston and vicinity from 10 1-2 to 11 cents a quart has its origin wholly with the farmer producers. They are to receive one and a quarter cents more a quart than they got last summer—the largest summer price ever paid them.

The economic reasons for the producers' demands are probably sound. Everything going into the making of milk is higher in price. Indeed, the largest of Boston distributing companies says that in its judgment the farmers are entitled to the increase.

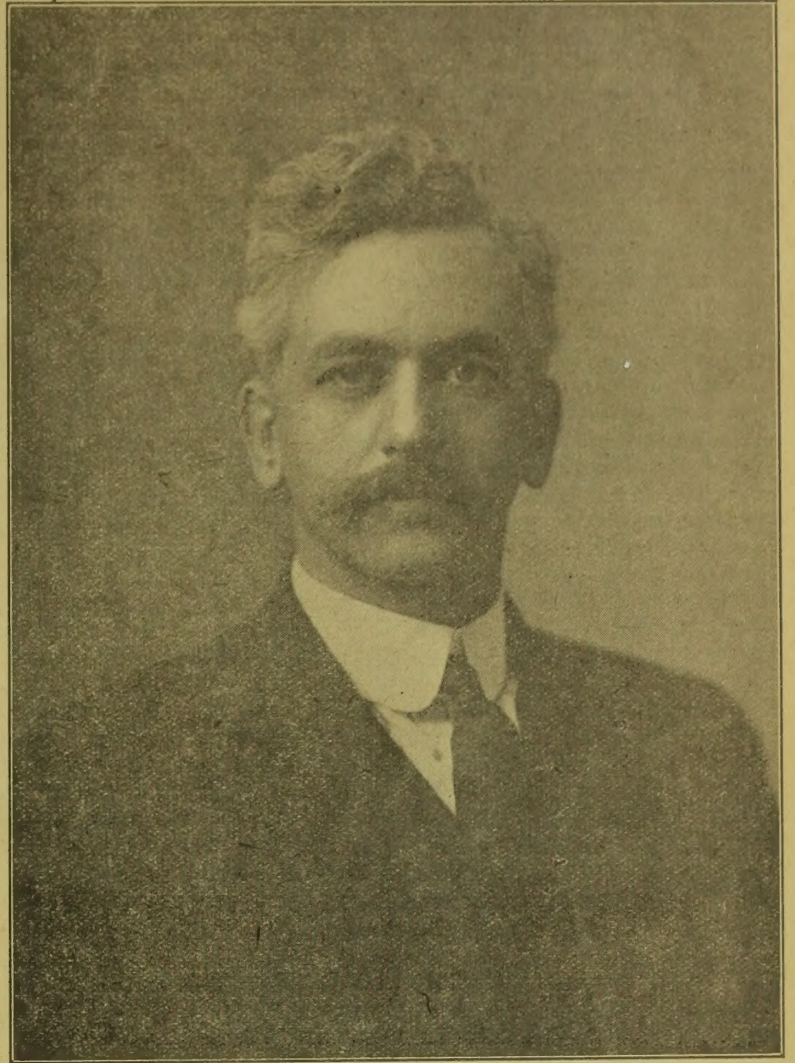
Under present conditions the people will pay the extra half-cent without much protest, hoping that the better price to the producers, plus a system of bonuses, will result in still better milk to the consumers.—Boston Post, March 24.

Though the growth of the N. E. M. P. A. has been phenomenal there is still room for many members. Every man who produces milk for the market should have his name on the rolls.

Two Officials of the N E M P A



FRANK W. CLARK, WILLISTON, VT.
President New England Milk Producers Association.



RICHARD PATTEE, LACONIA, N. H.
Secretary New England Milk Producers' Association.

A Victory for Principle and What It Means to Producers

Just now it is hard to be modest.

Proud of its marvellous growth, feeling behind it the strength of thousands willing to back it to the limit, the N. E. M. P. A. has adopted a program and fought for principle more than for profit. Price may be compromised, principle never.

The members of the executive committee were all new to the intricacies of the Boston milk market, the most complex and puzzling in America. These men, selected by the farmers back home, have at the start demonstrated their ability to grasp and deal with fundamentals. They have proved the ability of farmers to create a leadership big enough to command respect and recognition.

The advance in price, amounting to an average of 37 per cent over last summer for all New England, is the greatest upward step ever made in our dairying. But it is less important than the recognition by dealers of the principle of collective bargaining and the reform in contractual relation ac-

tually accomplished or arranged for in the future.

The terms of a contract are always more important than the price. The N. E. M. P. A. is proud of its record as a price-maker. Its biggest victory will be the readjustment of the business upon a uniform equitable basis, freed from present day discriminations and inequalities. It is wonderful in all the turmoil and hurly-burly of organization, that so much has been done. The problem of leadership lies not in the temporary adjustment of local problems, but in the adoption of general business principles that will automatically bring order, system and regularity out of the chaos that has heretofore prevailed.

A specific enumeration of the advantages gained would include:

1. Recognition of the N. E. M. P. A. by the contractors who are willing to deal with the organization in arranging terms of contracts, prices and all matters affecting the producers' interests. It is specifically agreed that any complaint or difficulty with producers shall be referred to the Asso-

ciation and no farmer be disciplined in any way until after the facts have been laid before the Association.

2. The Contractors agree to pay over to the Association whatever is agreed on between the producers and the Association. This system will save to the Association the costly system of collecting annual dues and distribute the expense to the members so that none will feel it.

3. The contractors agree to open their books to the examination of the Association for a study of the times and amounts of purchases and sales with a view to the establishment of some system for the control of surplus.

4. The contractors agree that prices shall vary according to the cost of transportation. This system will apply at once to old line territory.

5. Uniform premiums throughout the purchasing territory. The contractors promise to assist in a study of the facts with a view to the establishment of uniform buying methods throughout New England.

6. Contractors agree to assist and

co-operate with the Association to bring about improved transportation and can service.

7. Contractors agree to co-operate with the Association for the establishment of uniform style of contract and length of contract period.

8. The Association agrees to co-operate with the distributors to as largely as possible equalize production by educating the producers to make milk at the times when the market most wants milk.

9. The Association agrees to do everything within its power to popularize and increase the use of milk.

10. The Association will through approved publicity methods acquaint the public with the cost of production and the necessity that farmers shall receive enough to pay them to make it.

11. The contractors will pay for milk at the country stations, a price graded according to months on the same basis as last year, and according to the transportation zones which

(Continued on Page 5.)

How a Spirit of Co-operation Helps Producers in Many States

Collective bargaining is the apt and expressive phrase used by the N. E. M. P. A. to depict associated trading. Collective bargaining means both co-operative buying and organized marketing and, beside, the general attitude of the association in helping the farmers to purchase and sell to the best advantage, both in the way of prices and profits and the most favorable selections of locations for future development of business. It is something more than buying cheap and selling high—it is putting the commercial transactions of the producing class on a high business standard in relation to methods which will bring the best results, both in the present and the future.

Generally speaking New England is behind other sections of the country in this field of effort and it is proposed by the N. E. M. P. A. to take up the matter at an early date in a broad and comprehensive manner, which will appeal to members of the association as of direct benefit to every individual in the organization. The subject is to be carefully investigated and advantage will be taken of experience in other states, in order that there may be a maximum of success in a field of work which, for a few months, at least, will be of a somewhat experimental character. Even with that, however, it is not to be gainsaid that the plan will prove of immense benefit to those members who desire to take advantage of it.

In brief, now that the marketing branch of the association has made so successful a start, it is planned to purchase at wholesale prices for cash grain, fertilizer and farm machinery and sell to the members at a very slight advance. The saving, or profit, comes in the fact that there will be no middleman's profits to figure, no overhead expenses, no advertising, no heavy sales costs and no credit losses, while there will also be a marked diminution in delivery accounts. It is conservatively estimated that these various charges require an increase of from 25 to 30 per cent. over the price paid to the grain producer and manufacturer and this, of course, comes out of the consumer. It is figured that the association charge would not exceed from 3 to 5 per cent. on the manufacturers' net cash price.

In New Jersey there are several successful co-operative buying and marketing organizations, and four of them are described in a bulletin issued by the Department of Agriculture of that state, entitled "Farmers' Selling Organizations in New Jersey," which was issued early in the present year. The bulletin points out that "co-operation has secured great benefits for practically all enterprises of the country, except agriculture, where the proper principles have been applied. Products have been standardized, salesmanship made easier, waste eliminated and wages increased by organized effort. Upon surveying these results, farmers are wondering whether the same benefits might not accrue to their business if the right principles can be found and applied. In New Jersey there is a number of organizations which have made use of the principles of co-operation in that a central office acts as a buying and selling agency for a membership of farmers, the office personnel, being selected by the farmers.

"Co-operation in the eastern states has taken a form differing materially from that followed in some western states, notably in California, where the citrus growers' organizations are frequently referred to as models of strong, truly co-operative exchanges. In these instances the non-profit association is the principal type. No effort is made to make the association itself a profit-making scheme, all the savings going to the farmers who are members, in proportion to the amount of business each does through the organization. In the East the principal type of the co-operative enterprise has been the stock company and an effort is made to return the stockholders a dividend, independent of whether they are the people whom the organization is supposed to benefit."

The bulletin discussed three organizations on the stock company plan, the Monmouth County Farmers' Exchange, the South Jersey Farmers' Exchange and the Burlington County Farmers' Exchange, and one of the non-profit type, the Mercer County Co-operative association. The oldest and largest of the farmers' associations doing business in New Jersey is the Monmouth County Farmers' Exchange, with a main office at Freehold, the centre of the greatest potato producing section in the state. As a result of thorough study of the possibilities by a small group of potato growers an organization was effected in 1908 with a membership of 500, which has increased to 1371 members at the present time. Shares were issued to the amount of \$100,000, with a par of \$5. The principal business is the sale of potatoes, but some fruit and vegetables, especially asparagus and apples, are also sold. Potatoes are sent to every state in the Union, as well as Canada, South America and Europe. Two grades of potatoes are handled, a long and a round variety, the latter demanding a somewhat higher price. During the shipping season the manager is in touch with the markets of the country by telephone and telegraph and quotations are given and received. In the evening the returns from the sales of the long and round stock are pooled and

each grower receives the same price according to whether he shipped long or round stock.

The exchange does business on a 5 per cent. basis, both in selling a farmer's products and in buying supplies for him. Part of this is returned to the stockholders in the form of dividends and the actual cost of carrying on the business is about 2½ per cent. This is a low rate and is made possible, not only by a large volume of selling, but by the employment of the office force and capital during the "off season" in the sale of farm supplies, especially fertilizer. Three large warehouses with a total area of 39,000 square feet are located at Freehold, Marlboro and Hightstown. They are used mainly as mixing houses for high-grade fertilizers, the exchange selling over 7000 tons of this commodity in 1915. The business of the exchange expanded from \$454,414.11 in 1908 to \$1,254,613.49 in 1915.

The South Jersey Farmers' Exchange has a main office at Woodstown, which is the center of a rich agricultural district. The principal money crop is round varieties of white potatoes, but there are also many large dairies in the vicinity which require quantities of concentrated feed. Large warehouses are located on railroad sidings at Bridgeton, Mullica Hill, Daretown and Woodstown, where all kinds of feed, fertilizer, seeds and other supplies are kept for the convenience of farmers. The exchange was organized in 1909 and its affairs are controlled by a board of 14 directors, who represent the whole shipping area. The capital stock is \$125,000, of which \$28,470 is now outstanding. Par is \$5. The surplus and undivided profits amount to \$58,000, which permits the organization sufficient surplus capital to make all purchases in cash. There are 730 members and the business has grown from about \$300,000 in 1909 to approximately \$1,000,000 in 1915. During 1915 the exchange sold about 8000 tons of high-grade fertilizer and nearly 8000 tons of feed.

The Burlington County Farmers' Exchange acts as the growers' agency for the sale of potatoes, strawberries, pears, apples, peaches, cabbage, peas, beans and hay and its membership is composed almost exclusively of farmers who live in Burlington County. Potatoes are handled on a 5 per cent. basis and are largely sold direct. Perishable products, including vegetables and fruit, are consigned to commission houses in cities where the manager believes the highest prices prevail. These are sold on a commission of 10 per cent. and the exchange is remitted 3 per cent. Thus there is no reduction in the cost of marketing perishable products, but there are two import-

ant advantages; first, the exchange manager picks out the best markets, and, second, the producer helps his organization and himself by the 3 per cent., which goes into the treasury of the association. Supplies for the farmers, are handled on a 5 per cent. basis and in 1915 the exchange sold 3100 tons of high-grade fertilizer to its members.

The latest farmers' association to organize in New Jersey for the purpose of selling produce and buying supplies is the Mercer County Co-operative Association. It has headquarters in Trenton and was incorporated in September, 1915, under the law providing for the formation of organizations not for pecuniary profit. The affairs of the association are controlled by a board of six trustees, elected by township members. Supplies are bought on a cash basis for members and a small percentage is charged for the service, depending on the commodity handled. At the end of the year overhead expenses are charged against the funds that may be in the treasury and the remainder is divided among the members as profits, less not more than 25 per cent, which may go into a reserve fund on vote of the trustees. The principal business at present is acting as the producers' agent in the purchase of seed potatoes, Montana alfalfa seed, grass seed, fertilizers, chemicals, lime, feed and other supplies, the selling possibilities permitted by the charter and by-laws not yet having been developed.

A very successful co-operative organization in Virginia is the Virginia Fruit Growers, Inc., of Staunton, formerly the Shenandoah Valley Fruit Growers' Association, Inc., of Basic City. It has a capital stock of \$50,000, par \$10. The association was intended principally for selling fruit raised by the members, apples and peaches, but it also buys supplies for those who belong. While the association was originally organized on a stock basis—so many shares of the stock entitling the owner to so many votes—it has been realized since that this is not a true co-operative spirit and efforts are now being made to re-organize on a "one man, one vote" basis, regardless of the amount of stock an individual may hold. The association has been very successful and has established a high reputation for its FFV brand of apples.

Because thousands of men intend to develop back-yard gardens this year, it is not believed there is any danger of over-production. The world will need every ounce that can be secured from New England farms in 1917 and producers can afford to go ahead on a broad scale.

Advertising a Great Cause With But Little Cash

How the Barre, Vt. Producers' Association Made a Record in Giving Information to the Public

One of the most effective methods adopted to advertise the food value of milk compared with other commodities was that recently carried into effect by the members of the Barre, Vt. Milk Producers' Association at little expense. A list of 12 varieties of non-perishable food products was selected, and placed in comparison with 12 quart bottles of milk with tags stating the price of each. For example, a bottle of milk was placed beside four pounds of cabbage. The card announced that the milk cost 8 cents per quart and contained as much nourishment as four pounds of cabbage which cost 24 cents; two pounds of chicken at a cost of 66 cents, against a quart of milk which cost 8, one pound of bacon costing 30 cents as compared with the 8 cents' worth of milk, etc.

Twelve combinations were selected and six pairs of each were placed in the windows of a hardware store, the firm granting permission without charge for the privilege of placing its own display as a background for the milk exhibit. Guernsey milk was selected to show, because that variety has a better color and the skim milk below the cream line in the bottle is not so likely to turn blue, as is the case with other milk to a greater or lesser degree after the color has set.

County Agent F. H. Abbott assisted a committee of the Barre Milk Producers' Association to prepare the exhibit and he has furnished THE NEW ENGLAND DAIRYMAN with the details of the plan. Cards and price tags were made by hand to fit each of the 12 pairs and the six in each window made a sizable display. As the goods were non-perishable the exhibits remained in the windows for nearly a week, without injury. The milk was not changed, but was allowed to sour, but this did not detract from the appearance of the exhibit and, after a week in the hardware store, the goods were moved to another part of the city and made to do duty again, the only change being a substitution of some of the goods used in the exhibit.

The results were good and the display certainly attracted a lot of attention. The first evening the articles were placed a good-sized crowd filled the sidewalk before the work was completed. The next morning Mr. Abbott counted the number of passers-by who stopped to look at the display. Between 7.30 and 8 o'clock 120 persons went by and 97 stopped to gaze at the exhibit. Even in that one week, a small increase was noted in the sale of milk, Mr. Abbott estimating this at 150 quarts, the city's normal consumption being about 4,000 quarts. During the time of the exhibit the following article was run

every other day in the local newspapers:

MILK AS A FOOD.

The value of the ordinary cows' milk as a food has been called to our attention by the exhibit of the Barre Milk Producers' Association, which is seen in the show window at Averill's. It should be noticed that this exhibit has a real value aside from advertising the milk, namely that of education. Domestic Science schools are becoming an important part of the education of the housewife. She wants to learn what is the most economical way of feeding the family. In these times of high prices for all food products it is very noteworthy that the price of milk, while it has advanced somewhat, has not become nearly as high, according to actual food value, as have many of the other staple articles of food. A great deal of study has been put upon these food values by experts in the employ of the government. Following are some of the conclusions at which they have arrived:

The estimate of the food value of milk must be based, not only on the several substances which it contains, such as sugar, casein, albumen and fat, but on its peculiar usefulness for feeding the young. The price paid for cows' milk is very small compared with the price paid for other animal products having an equal food value. Note the following:

	Price
8 hens' eggs.....	\$.33
4 lbs. cabbage .....	.30
2 lbs. codfish.....	.30
6 pkgs. cornflakes.....	.30
2 doz. apples.....	.22
1 lb. beef (lean).....	.42
6 lbs. squash.....	.48
2 lbs. baked beans.....	.20
4 lbs. potatoes.....	.20

	Price
5 lbs. turnips.....	\$.20
2 lbs. chicken.....	.66
¼ lb. ham .....	.30
1 lb. bacon .....	.30
1 pt. oysters .....	.25
¾ lb. dried beef.....	.35
4½ lbs. onions .....	.67
6 lbs. spinach .....	.32
4-5 lb. pork loin.....	.32

It can be seen from this tabulation that, when the consumer pays 8 or 9 cents for a quart of milk, he is getting an amount of food for which he would have to pay an average price of 31 cents, if the money were spent for beef, chicken, oysters, eggs, pork, etc.

How Wives, Daughters and Sisters May Help Producers

The wives and daughters and the sisters, cousins and aunts always are ready to, and always do, help the milk producers, and now an opportunity is afforded to help the New England Milk Producers' Association. One of the problems before the organization, and one which appeals directly to members, is the adoption of methods which will help to bring about a larger and more general consumption of milk. This means a greater demand and higher prices, with consequent opportunity for improvement of quality and securing better profits.

It is universally admitted that the economical food values of milk are but little understood and still less appreciated. The price of milk might be almost doubled and the consumer would yet "get more for his money" than in the purchase of almost any other food commodity. The problem before the producers is to first convince the consuming public of this fact and then demonstrate to housewives some of the more attractive forms in which milk may be used regularly in the diet of the average, middle class families. Right here is where the "women folk" may help.

Where are the best custard pies made?

Who knows best how to dexterously mix ingredients so as to bring forth the most luscious pumpkin pie filling?

Where do we get the most delicious chowders, corn starch puddings, and blanc mange, whose flavors linger long with the palates of those privileged to enjoy them?

Why, on the farms, of course. The farmers' wives know best how to prepare these articles of diet, and dozens of other good things. Will not the ladies help along the worthy cause of

Milk at 8 or 9 cents is therefore a real bargain.

With the window displays were cards with inscriptions substantially as follows:

* * * * *

* THE BARRE MILK PRODUC- *

* ERS' ASSOCIATION *

* SAYS *

* BUY MORE MILK *

* WHY *

* See Below *

* * * * *

The whole cost to the association of the exhibit and advertising was about \$12 and it is probable that it will be continued along slightly different lines. Aside from the advertising feature, the exhibits and the newspaper articles, Mr. Abbott believes, the display helped the association by giving the members a sense of proprietorship in the undertaking and a feeling of gratification that they belonged to an organization which was doing good along practical lines. He is confident there are unlimited possibilities through similar methods if a little money and time can be put into the work.

the producers by telling other housewives how to produce the best things for the larder from milk and milk products.

Send to the editor of THE NEW ENGLAND DAIRYMAN whatever good recipes you can think of which call for the use of a principal portion or considerable quantity of milk. Some favorite dish of a farmer father or husband may be just the thing to appeal to a city husband or father and, when it does, you may be sure you have helped to increase the demand for milk. It is the intention of the association to publish these recipes, with the names of the persons sending them, in THE NEW ENGLAND DAIRYMAN first and subsequently they are to be printed in another form, probably a booklet. However that may be the recipes will be given wide distribution among milk consumers and the general public in order that the use of the commodity may be increased in all directions.

It is not improbable that dozens of farmers' wives know of some cherished dainty which would prove attractive to the general public. If so, please send them along that advantage may be taken of the opportunity to spread the doctrine of good milk for the benefit of all concerned.

VICTORY FOR PRINCIPLE. (Continued from Page 4.)

will average 37 per cent increase over the price paid last year. This per cent will vary according to the new transportation zones.

12. The long haul milk will receive an equivalent increase over last year's price to the increase paid on old line territory. In addition, where milk is bought on a weight and test basis, the excess of butter fat will be paid for at the rate of 3 1-2 cents per point of test instead of 3 cents as last year.

13. All questions arising under contracts or in any way dealing with the production end of the business are to be referred to the N. E. M. P. A. for adjustment before action is taken and the contractors and Association are to furnish each other with information which will at any time tend to improve the business of the other.

In view of the above arrangements the executive committee deemed it wise to announce a price schedule slightly less than the winter price to offset the public clamor that the farmers were trying to extort an unreasonable price from the poor, the babies and invalids. They therefore recommended as a minimum price a reduction of 5 per cent from the average price actually paid for milk by the contractors this winter. The mayor of Boston started an investigation of the association that has so far failed to materialize. We are hoping it will be made. Boston papers have printed strong editorial endorsements of the Association for its commendable conservatism.

Altogether the milk situation in New England was never so promising.

THE New England Dairyman

Published monthly by the New England
Milk Producers' Association

in Behalf of and for the Benefit of the
Members of the Organization

Subscription Price—50 cents per year

ADVERTISING RATES

10 cents per agate line, flat, 14 lines to the inch
One page (680 lines) \$68

Official Organ of the NEMPA

Publishing office, No. 26 Broad Street, Boston

OFFICERS OF THE NEMPA

President, Frank W. Clark
Vice-President, Frank S. Adams
Secretary, Richard Pattee
Treasurer, E. P. Wilcox
Executive Committee:—
L. E. McIntire, Maine
W. D. F. Hayden, New Hampshire
Heman Stannard, Vermont
Elmer M. Poole, Massachusetts
R. A. Sikes, Connecticut
E. H. Theinert, Rhode Island
Dr. George R. Little, New York

Application made for entry as second class
mail matter.

INTRICACIES OF PRICE-MAKING.

The intricacies of price-making in the New England markets are beyond the understanding of man. Conditions are influenced by so many local considerations that the proper adjustment of prices is a matter of slow development, not hasty or ill-considered action. Local dealers can always pay more, or sell for less, than the great concerns buying in the general market. The situation this Spring in eastern Massachusetts was thrown into confusion and turmoil by the sudden, unprecedented general rise this year over last for summer milk.

When the big men pay 11 cents more than last year, the small man can afford to pay an equal raise. When in addition the big men pay largely increased freight rates in addition to the price, they can ill afford to have small competitors buy nearby milk at relatively cheaper prices. Therefore, they have gone into nearby territory offering prices way above the price based on the straight schedule named by the association. Milk is worth what it will bring in the nearby markets. The association price was a minimum, below which it would not sell the milk of its members. Specific permits will be granted through local presidents to members to sell their own milk at prices higher than the minimum. A meeting of presidents and secretaries of eastern Massachusetts locals will be held Friday, March 30, at the Quincy House to consider local situations.

It is generally a safe plan to demand at least as much raise for any local market as Boston has given for its average supply and that is, in round figures, 11 cents over last summer's price.

COLLECTIONS ON COMMISSION.

Attention is especially called to the agreement of Boston dealers to collect dues for the N. E. M. P. A. through a system of monthly deductions from their checks upon orders from farmers. This will be worked out on a basis representing a commission of about 10 per cent of sales. The average commission on farm products is from 5 to 20 per cent. If the commission system can be instituted at once it will enable the Association to

pay back the amounts paid in as yearly dues and distribute the expense of membership over a year in monthly periods. It will save the members making lump sum payments annually and do away with the expensive, uncertain, slow and unsatisfactory collection by local officers. It will put a constant income in the Association's treasury, enable it to start projects covering considerable periods, like advertising campaigns, with an assurance of steady income to meet its bills. The Association and the dealers are both sure to benefit by this arrangement and we hope for its prompt adoption.

TO LOCAL SECRETARIES.

Every secretary of a local association of the N. E. M. P. A. will be expected to send in all membership agreement cards and the money due the Central Association not later than April 15. Thereafter a system of monthly reports will be required on blanks furnished for that purpose.

The secretary of the central association is required to make monthly settlements with the treasurer. To do so, similar settlements must be made as early as the middle of the month by local secretaries. Statements of membership and cash received will be returned to each local secretary so that any error may be promptly corrected and the proper credits be given.

Send in complete reports on or before April 15.

A WORD ON SUBSCRIPTIONS.

The regular subscription price of THE NEW ENGLAND DAIRYMAN is 50 cents per year, and we shall be very much pleased to receive subscriptions, from any and every person who believes in the development of the dairy industry, for the good of not only the producers but of the entire community of consumers. Milk is one of the most important food commodities of the day and the supply is in serious danger of depletion. This publication will prove of inestimable benefit in a situation which is serious, to say the least. If you believe in helping a good cause, whether you are a dairyman or not, send 50 cents to the office at No. 26 Broad Street, Boston, Mass., and receive THE NEW ENGLAND DAIRYMAN for one year. If you are a member of the New England Milk Producers' Association you will receive the publication anyway, because the bylaws provide that 25 cents of the sum you pay annually for the benefit of membership shall be devoted to a subscription for THE NEW ENGLAND DAIRYMAN.

PRICE VERSUS PRINCIPLE.

The price of milk is the main thing with the average producer. Repeatedly we have been told that the conditions underlying price, the things on which price is based, are the really important matters. Price is an easy matter to regulate if the right basis for regulation is established. Any temporary adjustment on a price basis that is not economically sound will fall, and the situation will be worse in the end than in the beginning. In this view the Executive Committee

has, we believe, taken wise action in insisting on a readjustment of the business of marketing milk and cream in New England upon sound business principles before attempting to establish the price that the market will ultimately justify—37 percent is some jump in the price of any product. On an 11 cent market, Boston alone pays its producers an increase over last year's price for the same period of over \$2,000,000 in the next six months.

The healthy continuous development of market possibilities is preferable to a hasty exercise of power that might lead later to retreat and defeat.

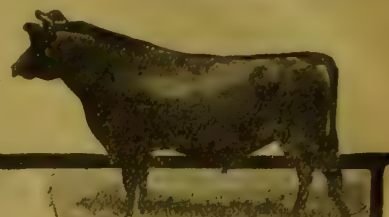
ADVERTISERS ENTHUSIASTIC.

That advertisers have faith in the milk producers of New England, their association and their publication, is evidenced by the splendid response to the request of the advertising department. Reliable concerns appreciate the opportunity to reach one of the most important buying classes in existence. This response has been generous and encouraging and is deserving of reciprocal recognition. We do not doubt that every advertiser in the columns of THE NEW ENGLAND DAIRYMAN is reliable and we believe every statement made is worthy of confidence. If any evidence to the contrary existed we should not allow the advertiser questioned to use these columns. Those who put their shoulders to the wheel to help along the cause of improved dairy conditions in New England certainly deserve an opportunity to dem-

onstrate that they offer the best trading opportunities, to say the least.

WHAT ARE THEY AFRAID OF?

The bill to incorporate the N. E. M. P. A. in Massachusetts, now before the state legislature, is under the attack expected for it from parties who fear the activities of the Association. Other plans for incorporation can be worked out if this fails. But every Massachusetts farmer should get after his senator and representative to favor the bill permitting the incorporation of the New England Milk Producers' Association.



DAIRYMEN!

Is that great half of your herd, the sire, a half that will show thousands of dollars of profit? Or is he "just a bull"? Run no risks. Invest where you know the breed pays and where the registry stands for purity of type and special, concentrated purpose.

Buy a Jersey Bull

Introduce the blood that proves out in steady, persistent milk flow, in animals that mature early, live long, live anywhere, eat most anything and produce most economically, the richest of milk.

Read the ads of Jersey breeders in this paper—write them for prices. Send for our free book "Story of the Jersey", and plan now to build a herd you'll be proud of.

The American Jersey Cattle Club

414 West 23rd Street - New York City.

Something More Than Steel Vaults and Wire Cages

Progressive Dairymen of New England will find in

THE LIBERTY TRUST COMPANY

a banking organization where courtesy is a commonplace, and kindly attention to each individual patron a conscientious duty. It solicits the accounts of Individuals, Firms, Corporations and Trustees, and acts as Trustee under Deeds of Trust, Transfer Agents and Registrar for Corporations.

Make the Liberty Trust Company your Boston Bank, and know what real satisfaction in banking service is.

IN OUR SAVINGS DEPARTMENT money goes on interest the first day of each month.

LIBERTY TRUST COMPANY

BOSTON, MASS. cor. Washington & Court Sts.

GEORGE B. WASON, Pres. ALLAN H. STURGES, Vice Pres. & Treas.
MELVIN O. ADAMS, Vice Pres. WILLIAM H. SUMNER, Asst. Treas.
J. HENRY MILEY, Asst. Treas.

MILK AND THE FARMER.

The apparent determination of the mayor to prevent if possible the proposed two cent increase per quart in the price of milk for the benefit of the milk producers is dangerous. The milk producers say that for a year past milk producing has been unprofitable to the farmers of New England. We have not seen that statement successfully refuted. Increases in price are not welcome, either in the case of milk or other necessities of life; but neither is it reasonable to suppose that New England farmers will continue to keep cows and sell milk on a basis of philanthropy.

Resistance to high prices, asserted via legislation or prosecution, is not always wise, unless it can be shown that the objectionable high prices are due to distinctly illegal or indefensible acts. Legislation or prosecution to break up vicious combinations to increase prices and to exploit the consumer, are sometimes necessary.

The danger in the course apparently contemplated by the mayor lies in the discouragement to a necessary industry. If the mayor or others succeed in convincing the farmers that there can be no profit in milk production there can be but one consequence—a reduction in the New England herds and a resultant scarcity of New England milk.

We need scientific and organized encouragement in the economical and efficient production and distribution of milk—to increase quantity and protect quality, to eliminate waste. In such ways there may be imposed a check on soaring prices. But the farmer whose cows produce the milk must have assurance of a fair profit. That is common sense and it is justice. We believe that at present the New England farmers are not getting proper treatment. If the mayor or anyone else can show to be false the claims of the milk producers that they are losing money, well and good. Until he has some evidence let him not seek to make the farmer the scapegoat of an economic situation over which the farmer has no control.—Boston Evening Record, March 22.



"Gee! But I Have an Appetite!"

A cow that eats poorly usually milks poorly, and any loss of milk is a loss. Lost Appetite is only one of the common cow ailments that quickly disappear after judicious use of Kow-Kure, the great cow medicine.

Kow-Kure has a record of over twenty years' success in the prevention and cure of such diseases as Abortion, Bloat, Milk Fever, Scouring, Retained Placenta, etc. Most of these diseases result from disordered digestive or genital organs, and Kow-Kure has strong medicinal qualities which tone up and permanently strengthen the entire system.

A trial is convincing. Kow-Kure is sold by feed dealers and druggists, in 50c and \$1.00 packages. Write for free treatise, "The Home Cow Doctor."

DAIRY ASSOCIATION CO.
Lyndonville, Vt.

KOW-KURE

FOR COWS ONLY

THE COW DOCTOR

Wise Bees Save Money—Wise Folks Save Money

Interest Begins

Apr. 10



Interest Begins

Apr. 10

Happiness is a by-product of industry and thrift.

Send for Circular. A Savings Bank Account by Mail

HOME SAVINGS BANK
Incorporated 1869

75 Tremont Street, Boston, Mass.

THE AVERY TRACTOR

It is a fact that more land is plowed with Avery Tractors than any other make.

Anyone Requiring a LOW-PRICED TRACTOR Cannot do better than to buy an

AVERY 5-10 H. P. TRACTOR

There is a size Avery Tractor that will exactly fit your farm. Tractor farming is a success on any size farm with an Avery—they are built in six sizes: 5-10 to 40-80. The five larger are all of the same design and construction. Have many wonderful and exclusive features which other makes of tractors do not possess.

The 1917 Avery Catalog DA contains some mighty valuable information for a probable Tractor owner. Send for a copy.

BRACKETT, SHAW & LUNT CO., New England Distributors
62 Washington St., Boston Somersworth, N. H.

CONSIDER

THAT

the U. S. Navy Department has already arranged to withdraw 100,000 men from productive activities to man the navy.

THAT

the U. S. land forces are to be increased to 1,000,000 men and these men withdrawn from productive activities.

THAT

the production of munitions for the Army and Navy and the tremendous ship-building program covering several years will require hundreds of thousands of men, and you will agree

THAT

it is absolutely necessary that you take steps to avoid the loss that a shortage of help would mean to you;

THAT

the present prices for milk and the obligations of every dairyman to produce all he can, compel the keeping of as many cows as possible.

The Burrell Milking Machines

make this possible. They enable one man to do the work of three, produce maximum yields from the cows and safeguard the cows from effects of poor or careless hand-milkers.

Write for descriptive booklets and estimates of cost of installations. Mention number of cows to be milked.

P. R. ZIEGLER CO.

7 Merchants Row, Boston, Mass.

BETTER BARNES

Mr. Busy Dairyman:

Call on us to help you arrange and equip your barn the JAMES WAY, the choice of those who insist on providing the best accommodations for their stock.

A Few Features:

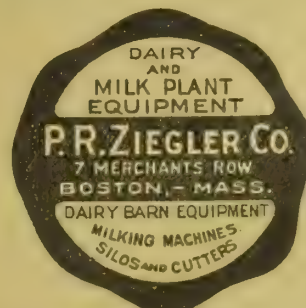
Easy anchor system of erecting equipment, anchors expressed, eliminating delay on construction of concrete work.

Prompt freight shipments from new, large, nearby factory.

A new type of stanchion (400 of these in regular JAMES stalls in the new live stock sales barn at the Brighton, (Mass.), Stock Yards.)

Don't forget we are the New England distributors of that ideal floor material, ARMSTRONG CORK BRICK.

Make known your equipment requirements to us now and get a copy of the JAMES WAY free.



P. R. Ziegler Co.

7 Merchants Row

BOSTON, MASS.

The CALF-WAY MILKER

You don't need to be told that the milking machine is the next important thing that milk producers are going to have; there's no piece of dairy equipment that offers better returns on the investment. A good milking-machine is not only an economy in saving time and labor; it produces a bigger milk-check for you. At least that's what this one does.

We call it the Calf-Way Milker, not simply to give it a good name but because that's the way it milks a cow. It doesn't DRAW the milk; it gets it by a mechanical process which perfectly reproduces the calf-way; the thing good hand milkers try to do.

Read these extracts from letters

"Mar. 15, 1917.—We have not missed a milking for two years with the Calf-Way Milker. One man has milked 38 cows twice a day. Milking over 1000 pounds of milk. We are milking some very valuable pure bred cows; we do not follow the machine with a pail, but finish them to the last bit." No stripping by hand needed.

"March 14, 1917.—We have used the machine a year last December and have had no trouble with a cow's bag." The cows seem satisfied.

"March 14, 1917.—Have been using the machine a year and six months; it milks as clean as hand-milkers; the cows keep up the flow of milk better than with hand-milking." Gets more milk in this way.

"March 15, 1917.—We have used the machine two years. We milk 30 cows in an hour and fifteen minutes; never any trouble with sore teats, as often happens by hand-milking." It saves time, you see.

There's not a milk producer in this association who can't afford a Calf-Way Milker; in fact, there isn't one of you who can afford to be without it a day longer. It's the RIGHT MILKER at last.

THE CALF-WAY MILKER COMPANY

168 North Michigan Boulevard, Chicago

or address our New England representative,

MR. CHARLES R. BROWN, 26 Broad Street, Boston.

HAY FORKS AND CARRIERS

The "Louden Make" are the greatest savers of time labor and expense, in haying operations. Built in a variety of styles and sizes, and for all kinds of barns, they meet every condition and requirement.

All farm equipment should be "Louden Products." For 50 Years, on Millions of Farms, they have proven their

STERLING WORTH

SEND FOR A CATALOG

It's Free! A Handsome 224-Page Book

containing illustrations and full descriptions and prices of the latest and most dependable devices in

Complete Farm Equipment

We are Eastern Agents for "Louden Products"

HENRY E. WRIGHT AND SONS, Incorporated

Manufacturers of a Time Tested Line of Superior DAIRY, CREAMERY AND FARM EQUIPMENT

12 South Market Street, Boston, Mass.



THE FARMER'S FLIGHT.

To the Editor of the Herald:

Yesterday's Herald had a news item that said His Honor, Mayor Curley was requesting the legislature to investigate milk prices to see if there was any illegal combination of farmers.

I have made a study of the milk situation and the great wonder to me is that any farmer even thinks that he can sell milk to the Boston dealers and clear himself. I spent nine years in a little New Hampshire town that used to send hundreds of eight-quart cans of milk to Boston, only 60 miles away. I stayed there long enough to see the last of that business. It was killed by the unfair and arbitrary dealings of the Boston milk men. The unorganized state of the farmers made such a thing possible. Today that

town hasn't one cow where there used to be a hundred and almost all the farmers who keep any stock have turned to butter making. The young men, discouraged at the prospects have left the farms, the pastures have grown up to brush and the once prosperous dairy farms are largely given over the raising of fruit. The history of this town is typical of what has happened in many other towns that ought to be sending Boston clean nearby milk.

In western Massachusetts, where I now live, there is considerable dairying. The farmers have organized to protect themselves. I am firmly convinced that even at the advanced price of milk, there is little if any profit with present conditions. Labor is not only scarce, it is impossible to get it on many farms and the only thing the farmers can do is to cut

down stock and plant less in the way of crops that must be harvested. Prices of grain are in advance of anything ever known. Boston people are boycotting eggs and poultry. How can those things be anything but high in price with corn products costing about \$2.50 for a 100 pounds against an average price for several years past of about \$1.60? Oats are hard to get at any price and when they can be bought cost \$2.30 or more for a 2 1-2 bushel bag. Cottonseed meal or gluten feeds, the principal protein dairy feeds, are about half again as much as they usually are. Wheat feeds are scarce and have touched the blue sky and are still going up. We are paying \$13.50 a hundred for maple syrup cans that cost 8 cents apiece last year. Spray material, so essential to the production of good fruit, has advanced. Potash, which is especially valuable for potatoes, cannot be bought at any price. Other fertilizers with one or two exceptions are costing more than they did a year ago.

Why should the farmers abstain from getting together to demand fair and reasonable returns for their products? They have a lot of hard work. The supreme court has granted them no eight-hour day.

Any demagogue can get a hearing and a following by agitation against prices; it takes a wiser man to figure all the elements that lead to the increase. I was in Boston at the time of the Automobile Show and experienced the joy of wading in your slush, and as I have followed Boston politics rather closely for a long time I thought then, as I do now, that if

some of the people of your good city were as interested in providing themselves with a decent, competent and respectable city government as they are in shouting against the increase in the cost of living, they might find to their surprise that some of the increase is due to conditions right under their own noses and for which they themselves are responsible. As you have often intimated in your valued editorials, it costs more than most folks realize, to be misgoverned.

HARVEY M. EASTMAN

Colrain, March 23.

(Boston Herald, March 26.)

A subscription for THE NEW ENGLAND DAIRYMAN at 50 cents per year is an investment that is sure to bring satisfactory returns.



EVER-BEARING STRAWBERRIES

set out during April or May commence to bear

**DELICIOUS BERRIES IN
ABUNDANCE**

within 80 or 90 days and throughout this coming

August, September, October

Finest fruit grown. Every garden should have them. Write for free catalog, telling what varieties to grow and how to grow them.

C. S. KEMPTON CO.

"Longmeadow"
Springfield, Mass.

You would not keep this cow if she gave milk for only three weeks. Why keep common strawberry plants that only fruit that long when you can get acclimated Ever-Bearers from New England growers that bear delicious berries for five months?

Here's Proof

of the value and effectiveness of

Morrison's Old English Liniment

I have used Morrison Old English Liniment for 25 years with great success.

This Fall I had a nice three-year-old colt that slipped on the railroad crossing and put a bog spavin on her. I tried a number of liniments with no success. One bottle of Morrison's Old English Liniment took it off as smooth as my hand. I have used ——— That cost me five dollars per bottle. But Morrison's Old English does the business.
Dec. 25, '16. D. S. GAGE, Lebanon, N. H.

P. S. You can print this and I will stand right behind it.
Price Half Pints, 50c.; Full Pints, \$1.00
If your dealer doesn't keep it, you buy from us, delivered free.
THE JAMES W. FOSTER CO., Mfrs., Bath, N. H.

Star Barn Equipment

STAR STALLS, STANCHIONS, BULL, COW, CALF AND HOG PENS, STAR RIGID AND ROD TRACK LITTER CARRIERS, STAR "HARVESTER" HAY CARRIERS

You may be using some other make of barn equipment and consider it good.. That doesn't mean that Star Equipment isn't better. Chances are, you are not familiar with the Star Features and what they mean to the user.

The STAR Alignment Device

Our new device—the STAR Stall Alignment Device—is a revolutionary improvement in stall construction.

By its aid, you can instantly, with the simple turn of a lever, lengthen or shorten the cow bed.

And it takes no longer to make the adjustment than it does to lock a stanchion.

This feature exclusive with the STAR.

You may, if desired, equip with plain STAR Stalls and add the Alignment Devices later, when you are ready.



The STAR Curb Clamp

This exclusive STAR feature is pronounced by barn owners everywhere the greatest single improvement ever made in steel stall construction.

And—it is exclusive with the STAR. Does away with templets and anchor setting and enables you to finish up your curb with the rest of the concrete work.

When the stalls arrive drop them in place, tighten the draw bolts of the STAR Curb Clamp and the job is done.

With the STAR Curb Clamp you can "set a stall in sixty seconds" and set it right.

Always—Star Barn Equipment has sold itself to the user, when compared, point by point, with other makes, it offers so much more for the same money that no thinking man can afford to select any other kind.

Catalogs, Estimates and Expert Plan Service Free.

New England Distributors for the "Star Lines" and "Case Tractors."

Quincy Hall—For 92 years an Agricultural Warehouse handling Implements, Farm Machinery and Seeds.

AMES PLOW CO., QUINCY HALL, BOSTON, MASS.

Aroostook Approves the N E M P A

At a meeting of Aroostook County Pomona Grange at Westfield, Me., March 10, the following resolution was presented by Mr. O. B. Griffin of Fairhope farm and, after an earnest discussion, unanimously passed:

Resolved, that we, members of Aroostook County Pomona Grange, do hereby pledge our hearty support to the New England Milk Producers' Association. Further, be it resolved that we are in full sympathy with its purposes and desire to lend our support to the enactment of such.

Resolved, that a copy of this be forwarded to the Secretary of the New England Producers' Association and one copy be published through the Press.

(Signed)

ERNEST T. McGLAUFILIN,
Master, Aroostook County Pomona.

Business principles are necessary for the successful production of milk the same as in running a railroad.

The consuming public believes in a fair profit for the producer at all times.

A CENTURY OF SUCCESS. LADY POOR'S PURE PILE OINTMENT

Brings prompt relief, also a great remedy for ECZEMA and all Skin Eruptions. At your Druggist or direct from us for 25 cents.

The James W. Foster Co.,
Manufacturers and Proprietors, Bath, N.H.

RESPONSIBLE PARTIES.

Milk producers want higher prices because of the increased cost of production. Dealers do not want to pay higher prices because an increase to the consumer brings a reaction which only the dealer feels. The milk dealers lose nothing by having the producers increase the price because the ultimate consumer pays the increase. The dealers do not enjoy the cry of "out with the middleman" because the prices have increased. But they will ever hear that cry as long as prices are adjusted as they are now. They must seek a new price adjusting method. What is it?

Does not the railroad rate commission suggest a method? It is responsible for correct rates. It determines the rates after a complete and thorough investigation. These rates permit a profit to the carriers and yet prevent excessive expense being added to commercial commodities in the form of high transportation costs. The milk dealer, like the railroad, will lose or make a profit on a legitimate margin, depending on whether he is efficient or inefficient.

Prices satisfactory to the consumer and sufficient enough to be profitable to the farmer and distributor can only be determined by a rational investigation by a board of men composed of accountants, economists, farmers and distributors. The most important aid this board will receive will come from the farmers. They will have to submit their accounts. The day of shouting for increased prices, regardless of the exact cost of produc-

tion, should be brought to an end. The new prices prevailing in the different cities named previously indi-

cates that no one knows definitely the actual cost of production.—The Milk Trade Journal.

Silo Plans Free!

Now Any Farmer Can Build His Own Silo Quickly and Easily and Save One-Third to One-Half the Usual Price! Just Write a Postal NOW!

Now, at last, you can have that money-making silo! Build it yourself! Get our simple, easy plans free. Get all necessary materials direct from factory, all ready to assemble. Save dealer's profit. Build your silo of California Redwood, Spruce, Soft White Pine, or Virginia White Cedar. Build it with practically continuous door opening from bottom to top and safe steel ladder. Build it with all staves grooved and held together with clear California Redwood splines. Build it with each stave accurately bevelled to make a perfect, air tight circle. Build it with massive iron hoops, spaced not more than 24 inches apart—giving five times the strength ever required. Build your silo this way and still

Save 1/3 to 1/2

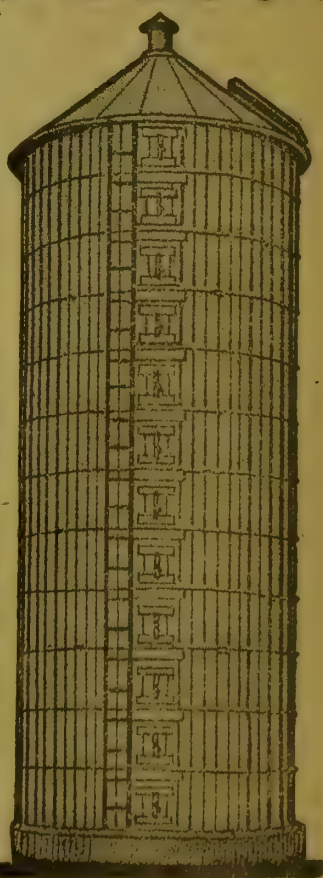
Get all highest quality material direct from our factory—every bit built in our own shops. Get our prices. Read complete description of materials used in our Dripco and Standard silos. Read about wonderful exclusive spline construction which makes lightest, most durable, strongest and most easily erected silo in the world. Read about special staves with heavy galvanized iron splines. Read about quality of lumber we furnish—absolutely the best obtainable in the grades supplied and truthfully described! Then read our open and above-board guarantee to completely satisfy you or every cent will be immediately and pleasantly refunded. Then after you have read all these facts about material and construction, note our amazingly low prices, direct from factory on every size silo for any number of cows—saving you at least one-third and up to one-half.

Easy Now to Build

Our silos are shipped packed and crated to reach you in perfect condition. Our free plans and easy method of construction enables you to put your silo up quickly and easily without the slightest difficulty. Read in book what other owners say about this. Why pay high prices for the ordinary silo when you can get the finest material, best design and finest construction at a price that saves you so much.

Write Postal NOW

Just send in your name for our book giving all facts and information about our new methods. Tell us how many cows you keep and let us quote you on the size silo you need. We will hold your silo until you want it shipped and allow you to cancel order if you can do better before date of shipment. At least write for our book. This costs you only a penny and may save you \$50. to \$100. or more. Prices of all materials are going up every day. Present low prices can only remain in force for a short time. Write now for book and reserve the present low prices. Do this now before you forget! A postal will do. Address A. H. Stevens, President, Stevens Tank and Tower Co., 44 Center Street, Auburn, Maine.

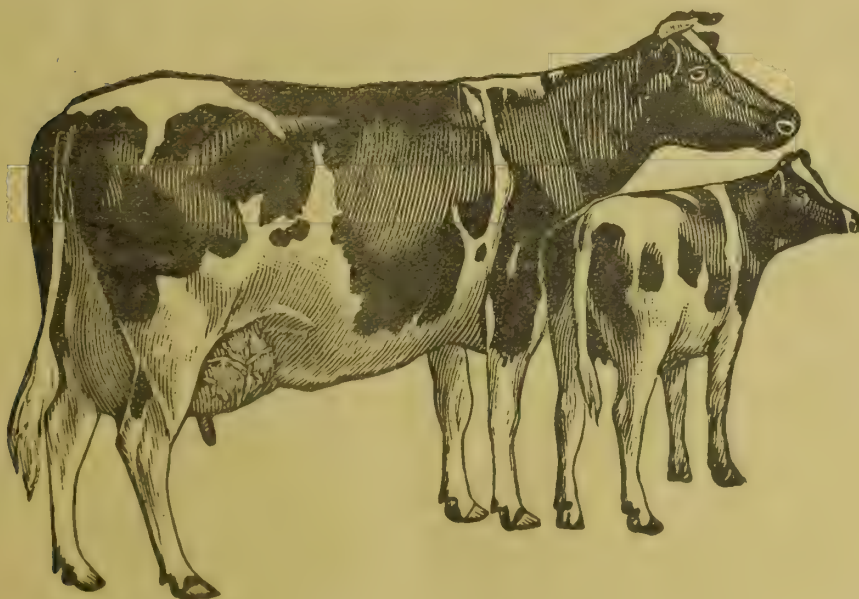


High Color Cream Not Richest in Butterfat

This statement is made on reliable authority. Experts of the University of Missouri, after exhaustive tests and experiments declare that the yellow coloring of cream or butter is derived from "Carotin" and "Xanthophyll," yellow pigments found in fresh green feeds.

The amount of color that a cow takes out of her feed and puts into her cream or butter depends almost entirely upon the amount of coloring matter in her feed. The high color in cream does not denote richness in butter fat. Purebred Holstein cows yield milk, light in color but rich in body building properties, and owing to its small fat globules, more easily digested by infants and invalids than that of any other breed. The leading pediatricians today prescribe Holstein cow's milk for babies that cannot be breast fed. There is every reason why you should use the big "Black and White" cattle if you are making milk for market. We will gladly send, free for the asking, our booklets,—*"Dairy Breed Comparisons," "The Story of Holstein Cow's Milk," "Specialists' Evidence," "Reasons Why Purebred Holstein-Friesian Cattle are Most Profitable,"* etc.

Can you afford not to use Holstein Cows? Improve your grades by breeding to a Purebred Holstein bull.



Holstein-Friesian Association of America

F. L. Houghton, Sec'y.,

300 American Building,

BRATTLEBORO, VT.

Enough to Feed Seven Cows For One Year



That is what **EUREKA CORN** has done for thousands of our customers all over the United States and what it has done for others it will do for **YOU**.

Eureka corn has a record of 70 tons and 800 lbs. from one acre and figuring at the rate of 50 lbs. per day this will be sufficient feed for 7 cows for a year with enough left over for 261 feeds. This is the acre that won our \$50.00 prize for the heaviest yield. We offer now \$100.00 in gold to the first party breaking this record on Ross' Eureka corn. Every bag of Eureka corn which we send out bears our trade-mark, a man holding a stalk of corn. Do not buy cheaper corn because it is marked Eureka. There are several other varieties being sold under that name.

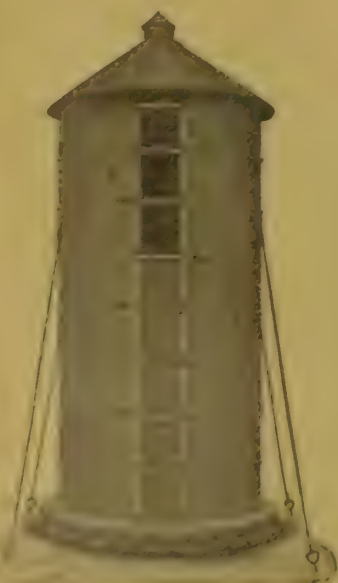
REDUCE THE COST OF FILLING YOUR SILO and with the increased price of dairy products will show a profit instead of a loss.

THE BEST COMPANION to Eureka Corn is **SUDAN GRASS**, the **LATEST FORAGE CROP**. Grows 7 to 9 feet. Stands up well in rainy weather. Produces more per acre than Japanese Millet or Hungarian. It is the most prolific and dependable crop in limited rainfall sections. If you have never planted Sudan Grass try it this year.

IF YOU HAVE A SILO, you can fill it to the roof cheaper and with better quality of silage from Eureka corn than any other kind, but we sell them all, such as, Leaming, Mastodon, Pride of the North, White Cap Yellow Dent, Red Cob and King of the Earliest.

IF YOU HAVEN'T A SILO, BUY THE HARDER and plant Eureka Corn. You can make milk at a much lower cost than you can by feeding dry feed. The Harder silo stands in a class by itself. It is the only silo recommended by state and dairy authorities the country over. The rigid, strong door frame not only adds to the stability of the silo, but affords absolutely tight doors, which is necessary to preserve ensilage in a sweet condition. We can furnish you a silo of any size or capacity, made of any kind of material.

Our 1917 catalogue gives you prices on our complete line of farm and garden seeds, fertilizers, fertilizing materials and farm machinery of all kinds. We can furnish you anything from a hand weeder to a tractor. We bought heavy before the recent advances and are going to give you the benefit of the low price. If you have not received our catalogue, ask us to send it. It is free.



Ross Brothers Company

90-92 FRONT STREET
WORCESTER, MASS.

New England's Greatest Agricultural Department Store



THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association

Volume 1. Number 2.

BOSTON, MASS., MAY, 1917

50 Cents Per Year

Scale of Prices for All New England

Heretofore, and for some time to come, prices will vary in different localities shipping to the same market, because milk in those localities is bought on different plans that are impossible to be reduced to a common basis. These differences should

be adjusted. That cannot be properly done until a careful study has been made. Until then the best thing possible is to work in that direction.

The greatest advance along these lines has been made in the price adjustment of the Whiting companies.

These interests have adopted throughout their buying territory the quality basis of buying milk. All milk should be bought on a basis of weight and test. The difficulty in that system is in the proper control of test. It is not sound business that the control-

ling feature in determining value should be entirely in the hands of one of the parties to the bargain. The N. E. M. P. A. has a work to do in devising some scheme for an impartial test.

D. Whiting & Sons Co., C. Brigham

Executive Committee of the N E M P A



Mr. L. E. McIntire
MAINE



Mr. W. D. F. Hayden
NEW HAMPSHIRE



Mr. Heman Stannard
VERMONT



Mr. Elmer M. Poole
MASSACHUSETTS



Mr. E. H. Theinert
RHODE ISLAND



Mr. B. A. Sikes
CONNECTICUT



Dr. George R. Little
NEW YORK

Some Price Variations Due to Transportation Zones, but Big Advance over Last Summer All Along the Line.

Co., and Elm Farm Milk Co. have accepted the N. E. M. P. A. price schedule, with variations according to transportation costs so that their milk landed in Boston from the different zones represents the same Boston platform price. The variation in prices paid farmers in zones the same distance from Boston represents the variation of transportation rates. All these prices are for 8 1-2 quarts of milk shipped in 21 1-4 quart jugs. They are somewhat greater than the Hood prices per 8 1-2-quart can because the Hoods agree to furnish the 8 1-2-quart cans. If a farmer uses larger containers for the Hoods he gets no benefit. The Whiting companies require the farmers to use 21 1-4-quart jugs and agree to add to the farmers' price what the use of these jugs saves in freight. The above statement relative to the Hoods refer only to their "old line territory," that is, the territory on which they make a six months' contract.

The base price, on which the Whiting companies give the advance demanded by the association, is made on milk testing 3.7% butter fat. It represents an advance averaging 11 cents per 8 1-2 quarts over last year. Last year's contract called for "merchantable" milk under Massachusetts standards. Such milk had to carry at least 12.15 per cent of total solid, of which 3.35 per cent had to be butter fat. In order to carry 12.15 per cent total solid it had to have between 3.6 per cent and 3.7 per cent butter fat. Much milk under that test was doubtless accepted. Much over that test was received. The same price was paid for both, and when mixed the whole got by the law. But the overtest milk was made to bring up the undertest milk. This year's price recognizes the difference, and while giving the advance demanded on milk that would pass both total solid and butter fat tests, adds to that price for the milk that goes beyond the standard required and gives less than that advance for milk that would fall under the standard. This is a difficult matter to explain. The fault is in the Massachusetts law which places a requirement for solids so high that milk of the required fat test will not meet the law. The law should be so changed as to make the fat and solid requirements in milk correspond.

The variation up and down from 3.7 per cent butter fat test is at the rate of 3 1-2 cents per tenth per cent of butter fat, or at the rate of 25 cents per pound of fat. This is 5 cents per pound more than was given last year.

D. Whiting & Sons Co., Mass., prices for 8 1-2 quarts of 3.7 per cent milk shipped in 21 1-4 quart jugs follows:

Zones 21 to 40 Miles from Boston			
April	\$0.4028	July	\$0.4228
May	0.3828	Aug	0.4328
June	0.3628	Sept	0.4368
Average		\$0.4068	

Zone 41 to 60 Miles			
April	\$0.3948	July	\$0.4148
May	0.3748	Aug	0.4248
June	0.3548	Sept	0.4288
Average		\$0.3988	

Zone 61 to 80 Miles			
April	\$0.3868	July	\$0.4068
May	0.3668	Aug	0.4168
June	0.3468	Sept	0.4208
Average		\$0.3908	

Zone 81 to 100 Miles			
April	\$0.3868	July	\$0.4068
May	0.3668	Aug	0.4168
June	0.3468	Sept	0.4208
Average		\$0.3908	

D. Whiting & Sons Company interstate prices for 8 1-2 quarts of 3.7 per cent milk shipped in 21 1-4 quart jugs are:

Zones 41 to 60 Miles			
April	\$0.4064	July	\$0.4264
May	0.3864	Aug	0.4364
June	0.3664	Sept	0.4404
Average		\$0.4104	

Zone 61 to 80 Miles			
April	\$0.402	July	\$0.422
May	0.382	Aug	0.432
June	0.362	Sept	0.436
Average		\$0.406	

Zone 81 to 100 Miles			
April	\$0.398	July	\$0.418
May	0.378	Aug	0.428
June	0.358	Sept	0.432
Average		\$0.402	

Zone 101 to 120 Miles			
April	\$0.394	July	\$0.414
May	0.374	Aug	0.424
June	0.354	Sept	0.428
Average		\$0.3968	

Zone 121 to 140 Miles			
April	\$0.3908	July	\$0.4108
May	0.3708	Aug	0.4208
June	0.3508	Sept	0.4248
Average		\$0.3968	

Elm Farm Milk Company prices for 8 1-2 quarts of 3.7 per cent milk shipped in 21 1-4-quart jugs are:

Zone 41 to 60 Miles			
April	\$0.4063	July	\$0.4263
May	0.3863	Aug	0.4363
June	0.3663	Sept	0.4403
Average		\$0.4103	

Zone 61 to 80 Miles			
April	\$0.4019	July	\$0.4219
May	0.3819	Aug	0.4319
June	0.3619	Sept	0.4359
Average		\$0.4059	

Zone 81 to 100 Miles			
April	\$0.3979	July	\$0.4179
May	0.3779	Aug	0.4279
June	0.3579	Sept	0.4319
Average		\$0.4019	

C. Brigham Company prices on Boston and Albany railroad for 8 1-2 quarts 3.7 per cent milk shipped to Boston in 21 1-4-quart jugs are:

Zone 21 to 40 Miles			
April	\$0.40	July	\$0.42
May	0.38	Aug	0.43
June	0.36	Sept	0.434
Average		\$0.404	

Zone 61 to 80 Miles

April	\$0.388	July	\$0.408
May	0.368	Aug	0.418
June	0.348	Sept	0.422
Average		\$0.392	

The D. Whiting & Sons' Co. price in Maine is not announced until the end of the month. It will represent the average advance over last year's prices in other territory, provided the Turner Center prices represent that average. In New York that company announces a minimum April price of \$1.95 per 100 pounds for 3.7 per cent milk, which is 72 cents in advance over last April price in that region.

In Franklin county, Vt., the Whittings will pay \$1.95 per 100 pounds for 3.7 per cent milk, where last year they paid \$1.30 for 4 per cent.

The Hood prices for the six-month contract territory have been announced. In the month-to-month territory the Hoods promise to give an advance for the six months as great as that given in the contract territory, but to vary it according to fluctuations in the butter market. State of Maine prices are not announced by this concern until the end of the month. That is one of the local conditions that remains to be adjusted.

In the following places in Vermont the Hood price is \$1.95 per 100 pounds for 3.7 per cent milk; Newport, Barton, North Troy, Oakland, Sheldon, Colchester, Highgate, St. Albans, Fairfield and Milton. This represents an advance of approximately 65 cents for the 4 per cent milk which was required there last year.

The April price for Hood milk is \$2 per 100 pounds on a 3.7 per cent test in the following territory: Middlesex, Williamstown, White River, Montpelier, Barre, Greensboro, Walden, Ryegate and Danville. This is about 70 cents per 100 pounds better for the 4 per cent milk required last year than the April, 1916, prices. A slightly better advance is paid between White River and Wells River, Vt.

It should be understood that these prices are minimum. The Hoods add 10 cents for barn score, some part or the whole of which many farmers will receive.

The N. E. M. P. A. has had all sorts of difficulties in trying to adjust the prices for small dealers buying close to Boston. It was found utterly impracticable to adjust all to an even scale this spring, and after calling in the presidents and secretaries of locals supplying such dealers it was decided to authorize members to sell their own milk to small dealers at an average advance over last year's prices of not less than 11 cents per 8 1-2-quart can. On that basis many have bought a part of

their supply while others have for special reasons been forced to pay more. It will not be possible to satisfactorily adjust these matters entirely this spring. Meantime a careful investigation of differences will be made and some equitable plan decided upon before next price-making time.

Hood prices on the line between Plymouth and Lancaster, N. H., were announced April 20. There had been previously some negotiation between the association and the Hoods relative to the prices and terms of contract in this territory and the matter was not adjusted until April 19. The Hoods proposed to grant the increase given in other sections of the contract territory, basing that advance on the center of the line covered and scaling it up and down according to transportation costs. Theoretically this may have been right, but actually it worked a hardship, as by far the larger part of the milk came from beyond the central point, and the decreased raise beyond that point would have made the whole amount of milk bring less to those farmers than farmers in other territory received. The Hoods further insisted upon a six months contract beginning May 1. This would make an overlap of one month, giving the dealer a month's supply from that section at the summer price, while other sections began receiving a winter price Oct. 1.

The matter was finally adjusted by the Hoods giving an increase of 1½ cents per quart over last summer's prices for the whole territory and making all contracts end Oct. 1, as the association demanded. The increase is to be given each month over the price paid last year for the corresponding month. In the fall adjustment this territory will hereafter be on the same basis as other places similarly situated.

Prices for this territory are by the 8½ quart can for Massachusetts standard milk and are as follows: May, 336; June, 326; July, 366; August, 406; September, 406; average, 368.

The "Turner Center" market committee, Frank S. Adams, Bowdoinham; A. L. Chaplain, Welchville; W. E. Knight, Clinton; R. W. Goodwin, Farmington and Secretary Pattee of the Central Association of the N. E. M. P. A. met Manager Bradford of the Turner Center Creamery Association April 12 at Auburn, Me. A general discussion of the situation resulted in a substantial agreement as to all points considered except those of price and system of testing. A subcommittee was appointed to investigate the system of testing employed by Turner Center and the next day the matter was studied and demonstrations made to establish the fairness of methods employed. It was agreed

that, if properly done, the method employed was fair and reasonable. Mr. Bradford freely offered to investigate any complaint and to correct any fault that arose under his system. No better system could be recommended and no member of the committee felt that the T. C. Co. was intentionally falsifying the tests.

On Monday, April 23, the committee and Turner Center officials again met in Auburn. April 20 T. C. had raised its selling prices in Boston, Providence, Lawrence, Haverhill, Worcester and Lynn one cent per quart on market milk. In Lowell a less advance was made on account of local conditions. The committee asked the company to name a minimum price for the summer months which would represent a substantial advance over last summer's prices. All matters were thoroughly discussed in the most friendly manner and every courtesy was shown the committee by the Turner Center officials. It was finally agreed that the company would guarantee to pay to its producers, for the six months beginning April 1, an advance over last summer's prices of not less than 1½ cents per quart for 3.8 per cent milk. This is equivalent to the raise made by the other large contractors selling in Massachusetts cities.

It has never been the policy of the Turner Center Company to announce in advance the prices it would pay farmers. In this case it was agreed that the advance should represent a minimum price and that more would be paid the farmers if, under the Turner Center system of buying, conditions warranted it.

Manager Bradford admitted the necessity that a substantial advance be given the producers and stated that such representations by the committee had given him courage to advance the price in the city in order that he might make the advance demanded by the farmers. Both parties to the negotiations expressed the feeling that a better understanding had been reached and that future relations between this great company and its producers had been vastly improved by these conferences.

Turner Center prices to its producers last year for the period to which the raise of 1 1-4 cents per quart applies were:

	Fat	Milk
	per cwt	per cwt
April	36c.	40c.
May	34	40
June	33	40
July	34	40
August	35	40
September	37	50

Turner Center prices for April will be 40 cents for fat and 70 cents per hundredweight for milk.

Milk producers should not fail to fill in the blank which will establish the cost of milk. By so doing the first step in a practical demonstration of "fair prices" is taken.

A cow census is the next progressive step of the N. E. M. P. A. It will tell just how the industry is moving in New England and will help to establish many essential facts.

Big Victory for Friends of Producers Massachusetts House Substitutes Incorporation Bill for Adverse Report of Judiciary Committee.

None of the pending milk bills before the Massachusetts legislature are of particular interest to our members, as the only one at all likely to pass is the permissive grading bill.

The bill to incorporate our association was, on March 27, reported against unanimously by the house members of the judiciary committee and with only one dissenter in the senate. Nevertheless, on April 10, the combined forces of the farmers and consumers, led by Representative Warren E. Tarbell of East Brookfield, succeeded in having the bill substituted. The bill reads as follows:

The New England Milk Producers' Association, an agricultural organization of dairy farmers, instituted for the purposes of mutual help and not having capital stock or conducted for profit, may incorporate for those purposes as a charitable corporation under the provisions of chapter 125 of the Revised Laws.

This is the greatest victory ever won on Beacon Hill over an adverse committee report, no one but the

committee voting to sustain the report, and even several of the committee bolting.

This successful realization by the farmers and consumers that their interests are identical and that they ought to work shoulder to shoulder against the common enemy, has led to a very insidious movement designed to break up this alliance. It is as follows:

The Anti Trust Bill, as drawn by Attorney General Attwill, exempted farmers and labor unions, as does the Federal Anti Trust Law. This was done, not to permit them to violate the law, but to protect these two important classes from persecution under the guise of prosecution.

The House passed the bill. The Senate struck out the exemption of the farmers. The idea was then for the farmers in the House to refuse to accept the Senate amendment. This would result both in killing the bill and in getting the consumers sore on the farmers, thus breaking up their alliance.

The farmers were to be used as cat's paws for the trust not only to

save the trusts' paws, but also to burn the farmers' paws.

But Representative Tarbell has patriotically announced that, rather than fall in with the plans of the trusts, the farmers will pass the bill even if it does not exempt them.

However, it is believed that he has the votes to restore the exemption.

The politicians on Beacon Hill seemed to think that, so long as the farmers weren't bit, the farmers wouldn't care whether the bill was passed with the exemption or killed without it. The farmers have shown that they are not so selfish as all that.

The bill to dehorn bulls has been killed. The bill which provides that farmers shall not be charged for health inspections of their premises has become a law.

This is the record of the accomplishments of this Association up to April 18.

Meanwhile Representative Abbott, one of our members, has secured the insertion, in the Anti Trust Law of New Hampshire, of a clause exempting farmers and labor unions.

Loving Cup for the Best Creamery

In order to show their interest in the agricultural work in Windham County, Vt., and to help along the work of improvement undertaken by the Windham County Creameries Federation, the Brattleboro Board of Trade offers to award a handsome loving cup, suitably engraved, to the creamery which, in the opinion of competent judges, is in the neatest condition and has the most attractive surroundings.

The object of the contest is to bring about a high state of efficiency in the general appearance of each creamery and its immediate surroundings and it is confined to the creameries belonging to the Windham County Creameries Federation. The judges shall be the president of the Brattleboro Board of Trade, the dairy committee of the Windham County Farm Bureau, and the professor dairying, Vermont College of Agriculture.

In 1917 the first inspection of judges shall take place in May. Not sooner than eight weeks later and before September 1, judges shall make final inspection. After 1917, judges shall inspect creameries at their convenience before September of that year.

In making the award in 1917 judges shall take into consideration the general appearance of attractiveness of creamery, inside and out, at time of final inspection, and the improvement made since May inspection. Equal weight shall be given each of these points. After 1917, awards shall be based entirely on general condition at time of inspection.

In 1917 and each year until it becomes the property of some creamery, the cup shall be awarded on the first day of the Valley Fair, and the name of the winner shall be engraved thereon. The winner is to hold the cup until the first day of the Valley Fair the following year. When any creamery wins this cup for the third time it shall become the permanent property of that creamery.

VALUE OF A GOOD BULL.

The following extract from circular No. 135, issued by the Ohio experiment station, is of interest:

"The apparently high cost of a good bull is far outweighed by the greater value of his progeny. Such a bull used on a common herd should easily increase the average production by his

progeny 1000 pounds of milk or 40 pounds of fat per cow per year above that of their dams. One Holstein-Friesian bull used in the Ohio experiment station herd increased the average production of his 7 daughters 1299 pounds of milk and 40 pounds of butterfat per year above that of their dams. Forty pounds of fat per year for 6 years (average producing period) by each of 7 cows would be 1680 pounds of fat; 1680 pounds of fat at 30 cents per pound equals \$504. This animal cost \$100 when a calf."

IT PAYS TO TEST.

It pays to test your seed corn by the ear, for every man who has ever tried it has been astonished at the number of ears looking all right when the kernels were sterile, or so weak as to amount to the same thing.

The overwhelming testimony of all the cow testing associations proves beyond dispute what a big chance there is in every herd for a lot of unproductive cows. The matter lies with the farmer himself. He believes that he can judge whether he is losing money on a cow or not without testing. The test tells him that he cannot. A huge leak is taking his profits every day and yet he is hard to convince. There is a big lot of farmers who think they can tell if an ear of corn will grow. But the actual test shows them that they cannot. It is the same thing with the cows.—Hoard's Dairyman.

What Does Milk Cost YOU?

How much does a quart of milk cost?

Instantly a consumer in a big city replies: "Eleven cents a quart."

What does milk cost the producer per quart?

Not many dairymen know. Some have kept books and can accurately state the actual cost; more have not the slightest idea.

Among those who keep books there is a wide variance. It is next to

impossible from individual data to arrive at a definite figure which will answer in all cases.

The officials of the New England Milk Producers' Association want to know what it costs YOU.

Therefore, will each member of the New England Milk Producers' Association keep a record for May and fill out the following blank and forward it to the association, No. 26 Broad Street, Boston. It will help each and all.

These blanks will be called for June 1. Farmers are complaining that the price of milk does not cover the cost. Well, what is the cost?

What must you get to cover your cost?

There is something for every farmer to do to help get a reasonable price. Don't sit back and kick. Keep records of costs and be prepared to back up the association by proving that you ought to get more.

Here is the blank to fill out:

lish a general scheme of cooperative buying for the members of the association, which it is figured will prove of as direct benefit as has been the method of unified marketing. Both systems will come under the general head of collective bargaining for the organization. This is not all, however. The future will see further efforts directed toward the building of up of a credit bureau, arranging a transportation survey and entering on comprehensive and extensive lines of work to educate consumers to a higher realization of the economic and food values of milk and general dairy products.

A credit bureau is needed to protect producers from those men who make a practice of buying their supplies of milk as long as they can secure credit in a given place and then find some other locality where their weakness of not paying is not known. Efforts will be made to discriminate between men of this class, who have no desire to pay and those who have met with misfortune, and, further, due standing will be given those who have purchased from producers for many years and who have met their obligations promptly.

A transportation survey is advisable to see that dairy products are shipped to the best markets at proper times and to prevent as far as possible a surplus excess at main distributing points when better returns for the product could be secured at other places, where there may be a shortage or to suggest creamery shipments when the main milk markets are in receipt of more than is demanded.

It is believed that the education of consumers, particularly those in large cities, to the food values of dairy products and the economy to be realized in their more general use, particularly in times of the high cost of living, will be of inestimable value to producers, as well as those who use milk. It is believed that, when advantage is taken of various methods to acquaint the public with the facts and demonstrate how much healthier and cheaper living may be made, the resultant demand will lead to greater, better and cheaper production, with consequent higher profits for the producer. There are various ways in which this educational campaign can be carried on and much study is being devoted to the subject in order that the best methods may be selected.

The field of effort before the N. E. M. P. A. is certainly a wide one and the energetic officials of the organization are ambitious to cover it successfully.

A WORD OF PRAISE.

Elbert S. Brigham, commissioner of agriculture of Vermont, sends a word of praise for the efforts of the N. E. M. P. A. in the following:

"I wish to congratulate you upon the accomplishment of so much good by your association and I hope the good work will continue. I think your policy is wise of going slowly and making sure of your ground."

To the New England Milk Producers' Association,
No. 26 Broad Street, Boston, Mass.

What My Milk Cost Me During the Month of May, 1917.

Record of Production and Expense.

- | | |
|--|---------------------------------|
| 1. Number of cows | 2. Average yield |
| 3. Cost of grain | 4. Cost of other feed |
| 5. Total cost of provender | 6. Total cost per cow |
| 7. Cost of help | 8. Value of personal time |
| 9. Total cost of labor | 10. Cost of labor per cow |
| Total cost of production | |
| Total cost of production per cow | |
| 1. Number of quarts produced ... | 2. Number of quarts sold |
| 3. Amount received for milk | 4. Value of milk not sold |
| Total value of production | |
| Net profit or loss | |
| Name of Producer | |
| Address | |

Growing Field of the N E M P A

The field of effort of the New England Milk Producers' Association is no more limited to collective bargaining—that is, unified marketing and co-operative purchasing—than is its membership to the present list of approximately 9000 members. Few persons there are who appreciate the extent of territory covered by the association in its membership list, and probably the same truth applies in regard to the opportunities for substantial benefit to members which face those who aim at making the organization the success it seems destined to be.

Picture a place in the central part of Aroostook county, Maine, and then imagine a spot in the southwestern part of Connecticut, perhaps 40 miles from the city of New York. Those places are approximately 600 miles apart. From the point in the Nutmeg state to Burlington, Vt., via the Connecticut River valley, is roundly about 285 miles; from Boston to Newport, Vt., and to

Cambridge, N. Y., 235 and 210 miles respectively. Draw lines on a map between the localities named and some conception may be gained of the wide extent of territory covered by the New England Milk Producers' Association, as well as a vivid idea of the remarkable uprising of dairymen in that section which led to the development of the great organization.

Few persons have any idea of the number involved in this immense movement in a particular branch of agriculture. Today the association represents nearly 10,000 members who supply every day the milk consumed by about 2,000,000 persons, to say nothing of a large percentage of the butter, cream and cheese used by this vast army. The membership is increasing daily. The number already on the rolls of the organization represents less than half the total number of dairymen in New England, but every 24 hours sees more of those outside the fold stepping forward to align themselves with

the great co-operative gathering.

New England never before has seen such an organization among agricultural producers and on few occasions throughout the country has there been so general and enthusiastic a movement. There may be associations which have attained a larger membership, but it is claimed that nowhere else in the United States has so great a number united in so short a space of time as has been the case with the N. E. M. P. A. What the future has in store can be only a matter of conjecture, but there are those who assert that within a year the membership will be doubled and that practically all the dairymen of New England will be enrolled under one banner to work for the good of all.

The main efforts of the organization thus far have been directed toward developing a unified method of marketing milk and the fundamental steps of a most successful and practical system have been taken. Much remains to be done to perfect features of this plan, but, in the meantime, steps are being taken to estab-

Credit Bureau of the N E M P A

Efforts to Save Producers from the "Don't Want to Pay" Class

Milk producers have lost an enormous sum from the failure of certain dealers to pay their bills in the past few years and the average cost of milk is greatly increased by bad accounts. Misfortune, poor judgment and business inability are contributory causes to this situation, but, in many cases, there is no doubt that downright dishonesty is responsible. There may be some dealers who do not intend to pay and would not, if they could.

It is with the purpose of sifting out such chaff from the wheat that a Credit Bureau is being organized by the New England Milk Producers' Association and a vast amount of information is being gathered, which will prove of great value in the future.

Since the undertaking was started a few weeks ago a large number of reports have been received from farmers of dealers who do not pay their bills promptly, or who do not pay at all, and before a considerable period elapses these gentry will all be tagged and classified, so that producers may on inquiry find out definitely whether the men to whom they are sending their milk are worthy of credit or not.

The dairymen of New Hampshire, Maine and Vermont are fairly well protected by their bond laws, but, in many cases, it has been found that producers do not take sufficient pains to find out if the dealers to whom they sell have provided the proper bonds. As a consequence, when a

man fails to pay, the producer is unable to secure what is his just due and satisfaction by criminal procedure is a tiresome, long and unprofitable proceeding. In too many cases the barn door is locked after the horse has been stolen.

The Credit Bureau of the N. E. M. P. A. will be in a position to afford ample and complete protection to producers, if the latter will take the trouble to write for information before waiting until the debt has piled up. At the present time, however, information is sought and there must be vast quantities of it available. Circulars have been sent to the presidents and secretaries of local branches requesting facts. Now it is desired that every producer who receives a copy of the New England Dairyman turn to and help out the general cause, to benefit not only himself but his brother producers. The circular sent to the officials of the local branches is appended. If every member of the association will also give what information he can, it will be greatly appreciated and in the future is bound to save the loss of considerable money. The service of the Credit Bureau of the association will be tendered the members without any charge whatsoever. Here is the circular which members are requested to answer:

Will you please furnish us at your earliest convenience the names and addresses of dealers in any New England locality who have failed to pay promptly for milk secured from producers, who are under suspicion of financial weakness, and those who have failed to pay legitimate bills in the past. We desire this information at once to assist in establishing our new Credit Department.

SUNNYSIDE FARM HOLSTEIN-FRIESIAN are a business herd, doing business every day of the year. We don't like to boast and only point to the fact that at the last Addison County fair, probably the best ever held in Vermont, we won first on 3-year-old bull; first and second on 2-year-old heifer; first and second on 3-year-old cows; first and second on 4-year-olds; second and third on 5-year-olds and first on herd. If interested, write for prices on what you want, to a breeder of Holsteins for 30 years.

D. F. MACAULEY & SONS,
Shoreham, Vermont
R. R. Station, Larrabee's Point

TREES AND PLANTS
FOR THE NEW ENGLAND
ORCHARD and GARDEN
We grow all the best varieties. Fresh Dig
Hardy, Vigorous Stock. Catalog Free
GRANITE STATE NURSERIES
DURHAM, NEW HAMPSHIRE

Two Turner Centre Price Lists

A marked increase in price for this summer over the prices of last winter is shown in the new price list of the Turner Center Dairying Association of Turner Center, Me. Interest is added to the schedule from the fact that this association is a profit-sharing concern and any increase in price means an added return to the producer if this principle

is followed to a logical conclusion. Particular interest in Turner Center prices and affairs is felt throughout Maine, where the association is one of the leaders in dairy matters.

Appended are copies of the price lists of the Turner Center association, showing the charges effective Dec. 1, 1916, and those effective April 20, 1917:

For the summer of 1917					
Jug—10 gal.	Less than Jug				
P.C.	Jug	Gal.	Qt.	Pt.	½ Pt.
40.	21.00	2.12	.55	.28	.14
30.	16.20	1.64	.43	.22	.11
20.	11.30	1.15	.31	.16	.08
17.	9.80	1.00	.27	.14	.07
Milk	3.20	.34	.09½	.04¾	.02¾
0.	1.20	.14	.04¼		

Homo. 17%, at same price as for corresponding per cent cream. Condensed \$7.50 and .77.

For the winter of 1916-'17.					
Jug—10 gal.	Less than Jug				
P.C.	Jug	Gal.	Qt.	Pt.	½ Pt.
40.	19.20	1.94	.50	.26	.13
30.	14.80	1.50	.39		
20.	10.30	1.05	.28	.16	.08
17.	8.90	.91	.25	.14	.07
Milk	2.80	.30	.08½	.04¼	
0.	1.10	.13	.04		

Homogenized Product, 17% and 18%, at same prices as for corresponding percents above.

ANOTHER N. E. M. P. A. VICTORY.

An instance of the usefulness of the N. E. M. P. A. has appeared in western Worcester County. In the region about Barre Plains and New Braintree peddlers had been buying milk at varying prices. The producers of that section got together and fixed a price at which they should all sell milk to these dealers. They

signed a power of attorney authorizing Secretary Pattee to negotiate a sale of all this milk. Mr. Pattee agreed to act and, calling the dealers together, negotiated the sale to them of the milk of that region, and dealers paying the same price, with one exception, and he will probably come across before this gets into print. Farmers in that section are "rooters" for the N. E. M. P. A.

Protection For Your Savings

DEPOSIT WITH US AT 4 PER CENT

Protection is the first law of successful banking. We give you a protection that is second to none. The management of this institution consists of men who have a clear conception of the service and responsibility of caring for other people's money.

Money goes on interest at 4 per cent the first of each month

MAIL YOUR FIRST DEPOSIT TODAY

and have the satisfaction of knowing that your savings are safe and that you will receive service that is always courteously and willingly given.

Make us your banking headquarters in Boston.

Come in when in town.

Liberty Trust Company

Cor. Court and Washington Streets, Boston, Mass.

Opposite the Old State House.



DAIRYMEN!

Is that great half of your herd, the sire, a half that will show thousands of dollars of profit? Or is he "just a bull"? Run no risks. Invest where you know the breed pays and where the registry stands for purity of type and special, concentrated purpose.

Buy a Jersey Bull

Introduce the blood that proves out in steady, persistent milk flow, in animals that mature early, live long, live anywhere, eat most anything and produce most economically, the richest of milk.

Read the ads of Jersey breeders in this paper—write them for prices. Send for our free book "Story of the Jersey", and plan now to build a herd you'll be proud of.

The American Jersey Cattle Club
414 West 23rd Street - New York City.

THE New England Dairyman

Published monthly by the New England
Milk Producers' Association

in Behalf of and for the Benefit of the
Members of the Organization

Subscription Price—50 cents per year

ADVERTISING RATES

10 cents per agate line, flat, 14 lines to the inch
One page (580 lines) \$68

Official Organ of the NEMPA

Publishing office, No. 26 Broad Street, Boston

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Vice-President, Frank S. Adams
Secretary, Richard Pattee
Treasurer, E. P. Wilcox
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Richard Pattee, secretary, ex officio.
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Application made for entry as second class
mail matter.

COMMISSIONS VS DUES.

The N. E. M. P. A. was organized on a dues paying basis as a temporary expedient. It was not known what success the organization campaign would have. It was not certain that the commission system could be established. All the big dealers and most of the small ones have agreed to pay to the association whatever part of the monthly milk checks their farmers may direct. This system of supporting the association does away with the costly, uncertain, slow method of local collections. It is the system employed by the great Dairy-men's League of New York.

The League receives 1 cent per hundred pounds on the products its members sell.

The Central Association of the N. E. M. P. A. voted to collect 1-2 of 1 per cent of the selling price. Contracts to that effect are being prepared and orders will be sent to members for their signature.

This system will provide a regular monthly income for the association and enable it to plan its work with definite knowledge of its resources. It will enable members to pay their share of the expense without feeling it by distributing the cost in twelve small payments, instead of a bigger lump sum. The average payment will be practically the same as in the Dairy-men's league. After May 1 new members will be received upon payment of the membership fee of \$1 and the assignment of 1-2 of 1 per cent of the sale price of dairy products. In case of private sale or such disposal as will make the foregoing plan impracticable local secretaries will collect dues on the percentage basis.

This system will go into effect as to July milk and continue permanently. From the income received the association will rebate to present members one-half of all dues collected. This means paying back to all members all dues received by the central association for the time after the commission system goes into effect and puts all members on the same basis.

The income of the Central Association will be used to:

- 1st. Pay running expenses.
- 2nd. Advertise the value and promote the use of dairy products.
- 3rd. Acquaint the public with the cost of production and the necessity that farmers get more for milk.
- 4th. Build up a permanent treasury.

Just a word about a treasury. The biggest factor in making the N. E. M. P. A. a permanent success is a reasonably large fund in its treasury. Every member ought to realize that no one thing will enable the Association to command influence and support so much as a sound financial backing. This Association is owned and run by the farmers themselves. They select its officers, dictate its policies and control its machinery. It is the farmers' own agency to carry out their purposes. So far, it has received splendid support and it has already achieved splendid results. It has gained and holds the respect and confidence of farmers and consumers. It is looked upon as a great farmers' cooperative selling agency for New England dairy products. Back of it there should be adequate income to meet every reasonable expense and a permanent fund large enough to command the respect which the importance of the industry warrants. The executive committee and officers should be held strictly accountable for every cent received, should annually put in the hands of every member a detailed statement of receipts and expenditures and should manage its affairs so that there will each year be left a substantial balance in the treasury against any emergency.

The commission basis is the sound basis. It is used by other successful organizations of similar character. The old dues paying system, with its uncertain, shoestring financing, has proved its inefficiency. That system was alright to start on. It was the only one then possible. Now it is possible to get onto a sound financial basis—let every member at once sign the order provided, get back his part of what he paid in and put the association on sound business principles.

SOUR MILK.

We call your attention to the appended correspondence:

We insist upon square dealing by the contractors and the farmers. The letter from Hood's shows the right spirit and we tried to meet it in kind. We cannot expect dealers to kind and pay for sour milk. Farmers should make especial effort to deliver milk in good condition to the railroad company.

We anticipate more trouble from souring en route than when the dealers operated the cars.

Let every farmer be sure his milk is rightly cared for before shipping. It costs money to ice and equip for cooling. There's mighty little to encourage extra expense in the present prices. But we cannot afford to lose any part of the present price.

Cool your milk deliver it in good

shape to the railroad and demand good service en route. The association will do all it can to make the railroad properly care for milk.

H. P. HOOD & SONS.

Boston, Mass., April 18th, 1917.
N. E. Milk Producers Association,
26 Broad Street, Boston.

Have you any suggestions to offer in regard to the method of advising the producers how to eliminate sour milk? We have had some sour milk up to the present time and so far have stood the loss; but it seems to us to be absolutely necessary to eliminate this loss by rejecting the sour milk, which we dislike very much to do.

We would rather have the producers take care of the milk and cool it in such a manner as to make it possible to ship it here without souring.

We believe this will be a factor in the near future which we must give serious consideration and co-operation on your part is earnestly solicited to assure better results. We believe that, if it is possible for you to take this matter up through your publication or otherwise, it will do a great deal of good.

We should be glad to discuss this matter with you at any time you desire.

Very truly yours,

H. P. HOOD & SONS,

By B. D. White.

COPY.

NEW ENGLAND MILK PRODUCERS' ASSOCIATION.

Boston, Mass., April 21, 1917.
H. P. Hood & Sons,
494 Rutherford Avenue,
Boston, Mass.

Gentlemen: Be assured that through our publication and in every feasible way, we will cooperate with you in preventing the souring of milk shipped you by our producers.

I am printing your letter of the 18th and this reply in the New England Dairyman, our official publication.

We will be glad to act with you in bringing about improved transportation conditions, tending to insure the proper care of milk en route.

Any suggestions you can make, with regard to the care of milk before it reaches the railroad, will be appreciated, and laid before our members.

We'll be glad to arrange a personal interview relative to joint action in this matter.

Yours truly,

R. PATTEE,
Secretary.

KEEP RECORDS.

Study the blank printed elsewhere in the New England Dairyman. Costs are going up by leaps and bounds. A good price for milk today may mean loss tomorrow. Some producers write that at the increased prices they will still lose money making milk. We believe it.

How can we make the public believe it?

We get from the dealers what they get from the public less what they keep for themselves. What is their

fair share may be a question, but it is dead sure that any increase to the farmer will be charged up to the consumer. How can we PROVE we are losing on milk unless we know what it costs? Guessing or thinking or hearing won't do.

What does it cost YOU?

Give the N. E. M. P. A. figures to show costs. Then we can back up a demand for price. We may know we are losing, but we must be able to prove it. Do your share in helping the association in its fight for living prices. Keep records for May and send them in.

MILK STANDARDS.

Milk should be milk in all the New England states. As it is now, standards vary. Milk that may be legal in Vermont may not be legal in Massachusetts. The dual standard, butter fat and total solids, leads to great confusion, because in Massachusetts the standard for total solids called for more butter fat than the law specified. Milk might meet the fat requirement and be below standard in solids. Farmers, under all forms of contracts, have been required to furnish milk that could be resold as it was received with respect to fats and solids. But much milk was accepted by dealers that was below standard in solids, because somewhere under the old flat rate system they were getting milk above standard which, when mixed with the other, brought the whole up to legal requirements. Under such an arrangement dealers were obliged at times to mix cream with milk to raise the solids. This was unfair to producers and dealers alike. It prevented making a fair price on milk that met the standard. Under standard milk was constantly cited as a reason for less price. The N. E. M. P. A. has worked for the extension of the quality system. Turner Center, the Whiting interests, and most of Hood territory are now on a basis of test. The fault with that system lies in the control of the test. Some system of sampling and testing by disinterested parties must be established. When that is done all milk should be sold on quality.

WHAT NEXT.

War times have thrown the whole commercial system of the country out of joint. Food products are especially affected. The timid public is afraid of starvation.

We believe that producers will have to get more than the advertised prices for milk. A higher price to consumers would cause tremendous opposition. The public attitude toward milk as compared with other commodities was illustrated by last month's cartoon.

Who can guess what grain or labor will cost three months hence? All contracts authorized by the N. E. M. P. A. are subject to revision and if things keep going as they have since April 1st, a revision will be necessary. The public must be reached with information as to costs. We do not wish, while we do not fear, official investigation of our efforts to



The Principal Element for the Milk Producers of New England to Consider

get a living price for New England dairy products. Farmers must feel that the N. E. M. P. A. was organized at just the right time. Without the association, they would be helpless to protect themselves in this emergency. The officials should watch conditions very carefully and be prepared to act quickly and forcefully if need be and the members should back the officers to a man.

THE DANGER OF SURPLUS.

The great bug-a-boo of the milk business is "Surplus." Most farmers believe that surplus is more fancied than real. One thing is sure—surplus will be less this year than ever before. Just how much surplus there is and when it occurs are matters upon which contradictory statements are made by those pretending to know. For the first time in New England an accurate survey of the surplus problem can, under the arrangements made with the dealers, be made. That there is a surplus at some seasons is probably true. How great it is and of what real effect on the market are matters upon which the N. E. M. P. A. will turn the light. To the extent that it breaks down the market it should be controlled. There is no help to the public that a lot of milk is dumped on the city markets, without a decrease in price to the consumer. The shrinkage is taken out of the farmer without helping anyone, except, possibly, the dealer.

The first step toward solution is to know the facts. Those facts will be known before a better price can

Features of Cow Testing in Vermont

In Washington County, Vt., the farmers believe that cow testing Associations are a great help to their dairying interests. At present there are four associations in operation in that county, testing a total of nearly 2000 cows. This is over 10 per cent of the total number of cows in the county. That the farmers are using the figures on production thus obtained from the association records is evident from the fact that in one herd last year the average production per cow in butter fat was increased 27 pounds. The farmer who keeps records of the production of his cows either in butter fat or milk, and keeps them individually, is the only man who is in a position to become an intelligent breeder, as in-

ing time. Then, and not till then, can a rational plan for surplus control be devised. The one thing certain is that the farmer should control the surplus and either not make it when the city doesn't want it, or, if he will make it, he should place himself in a better position to handle it. Plans now forming for dealing with surplus will be announced in due time. They will not be put forward as an N. E. M. P. A. project until they have been carefully considered and are reasonably sure to be practical and of benefit to the industry as a whole.

creased production in the herd depends upon the selection of the proper animals, and above all the proper selection of the bull.

Further evidence that the work of the county agents and progressive agricultural papers is having its effect in increasing production and encouraging the purchase of registered sires is shown by the fact that a recent questionnaire sent out from the county agent's office in this county shows that practically 65 per cent of the farmers in Washington County now own and use pure bred bulls.

The N. E. M. P. A. is popular in Washington county, as the farmers here thoroughly believe in its efforts to improve farm conditions and obtain better prices for milk and its products. In spite of the fact that 75 per cent of the farmers are selling their product in the shape of butter fat, and another 10 per cent in the shape of butter, with only 15 per cent selling whole milk, the large membership in the N. E. M. P. A. shows that the butter fat and butter producers realize that the organization is working for them as well as for the farmer who is selling whole milk.

CLEANLINESS IN MILK.

Mr. E. W. David of Enosburg Falls, Vt., has written very interestingly on the subject of "Cleanliness of

Milk," and some of his more interesting suggestions are appended:

"The question of the production of more sanitary milk is, as you state, a farmer's problem. It cannot be solved by legislation, but can be solved by the farmers realizing that in the long run the quality of their milk will govern its value and taking pride in putting out so good an article that it will not suffer by comparison with any other farmer's milk from Maine to California.

"Generally speaking, the two most important points to watch in endeavoring to produce milk with a low bacteria count are 'temperature' and 'cleanliness'. At temperatures under 50 degrees the growth of bacteria is practically stopped, while at the temperature at which the milk is drawn from the cow, bacteria multiply every 20 minutes, so the importance of immediate cooling and the control of temperature are easily seen.

"From the standpoint of cleanliness, care must be taken not to expose the milk to the dust of the air. Most bacteria are introduced into milk simply from exposure. That is the reason why a small-top pail is preferable to an open top. There is less chance for dust and dirt to get in. That is also the reason why the bacteria count is high when cows are fed before or at milking time. The barn is filled with dust from the dry hay and grain, which settles in the pails, cans, etc. Of course, everything with which the milk comes in contact must be kept scrupulously clean and, if possible, should be washed and sterilized with boiling water after each milking."

Good Words for Honest Effort What New England Dairymen Say of Their Publication and Association

A New York publication with a nation-wide circulation used to run a column headed "Brickbats and Bouquets," in which was printed comment on the publication from newspapers all over the country. Some criticism was of an adverse character, and other was of a complimentary nature. Such a column in the New England Dairyman would answer as a sort of open forum, in which fair criticism, whether favorable or unfavorable can be expressed. Discussion of business matters or principles cannot properly enter the column, but paragraphs on general matters of interest will be welcomed at all times. Here are some favorable words which drifted into the office of the New England Milk Producers' Association the past month:

From Belgrade, Me.—We have several more dairymen in our vicinity who should be enrolled, but they are hanging off at present. I presume they will come in later, as soon as they know what this association is going to mean to us all. We are going to do everything in our power to help push this thing along.

From West Burke, Vt.—The Dairyman is quite a good little paper and I trust it may do some valuable work in the future.

From Waterbury, Vt.—I am pleased to express to you the appreciation of the constructive work you and the executive committee of the N. E. M. P. A. are doing. I trust and believe that your efforts will be appreciated and backed by the farmers throughout New England.

From St. Albans, Vt.—I inclose 50 cents in stamps for subscription to the New England Dairyman; I congratulate you upon your first issue and hope the publication will be a great success.

From East Berkshire, Vt.—The New England Dairyman appears to be just what is needed to keep the matter in our minds and thoughts.

From Moosup, Conn.—So far as I have heard the people think that the New England Dairyman is a "hummer."

From Sugar Hill, N. H.—I am very much pleased with the success of the N. E. M. P. A. all round.

From Windsor, Vt.—I think the New England Dairyman a fine little paper. I read almost every word of it and shall look forward to its coming every time.

From Oldtown, Me.—I believe the New England Dairyman will be of great assistance in our work. I have heard only the most favorable comments.

From Madison, Me.—I think the New England Dairyman will be quite a help, as it will give the people a better idea of what the N. E. M. P. A. stands for.

From Wiscasset, Maine—The New England Dairyman is a "dandy," in line with all else connected with the N. E. M. P. A.

From Lincoln, Vt.—I find some very good ideas in the New England Dairyman and think it will be a big help to the association.

From Westmoreland Depot, N. H.—The people here think that the New England Dairyman is a publication worth while. With a paper like this we can let the members know what is going on in other places. The first copy certainly had the idea.

From Wayville, N. Y.—Our people all seem to speak very favorably about the New England Dairyman and satisfaction seems to be the feeling about what the N. E. M. P. A. has done thus far.

From Amston, Conn.—We think the New England Dairyman is sure some dairymen and we feel very kindly toward it for the help it gave us in winning our strike.

From East Putney, Vt.—I think the New England Dairyman is very good and will help to advertise the N. E. M. P. A.

From Milton, Vt.—The farmers are much interested in the N. E. M. P. A. and in a short time we will have every milk producer in our town.

From Whitefield, N. H.—The New England Dairyman is just the thing. It is going to keep the members interested and make them feel as though they did really belong to the N. E. M. P. A. It will strengthen the organization more than any one thing you could have done.

From Halifax, Mass.—All whom I have seen speak very highly of the New England Dairyman and think it will do great good.

From Mechanicsville, N. Y.—The New England Dairyman is all right and will do much to maintain the strength of the organization.

From Ellington, Conn.—The New England Dairyman is great.

From Turner, Me.—Our new paper is well received.

Send in your Subscription for The New England Dairyman.

ONE POUND BUTTER CARTONS

One pound Butter Cartons and butter paper, either plain or printed with your advertisement. Also 5 and 10-lb. cases for shipping Butter by Parcel Post. BANGOR BOX CO., Bangor, Me.

Now Is No Time To Quit

The importance of providing food supplies at this crisis in the nation's life is not even second to that of military preparedness. Milk and milk products are in greater demand today than ever before. The supply unfortunately has been reduced because of high cost of grain and other causes. It is the patriotic duty of every dairyman to meet this situation by raising home feed for the cattle and maintaining his yield of milk to the highest point. While prices to the dairymen have been raised it has not been sufficient to offset the increase in costs of production. Time will adjust this. In the meantime, the adoption of the Burrell (B-L-K) Milking Machine will reduce your labor cost and difficulty and eliminate the losses due to poor hand milking.

The BURRELL MILKING MACHINE enables one man to milk over three times as many cows per hour as he could by hand. They are simple and easy to clean. They produce clean milk. They will save you trouble and money.

Write for description booklets and estimate of cost of installation. Please mention name of this paper and the number of cows to be milked.

P. R. ZIEGLER COMPANY

7 Merchants Row

Boston, Mass.

Cut Your Feed Cost In Half

Increase the value of your corn crop and boost your milk sales
By the use of a

HARDER SILO

It not only houses your crop most compactly but it turns it into nutritious and healthful rations for cattle.

THE HARDER SILO is built of guaranteed thick staves with heavy matchings. Its close lugs protect the threads on the hoops from rust. All hoops are factory made thereby insuring perfect workmanship. The Harder patent door system cannot be compared for strength, permanency and convenience. It is operated with perfect ease. Each part of the HARDER SILO is united structurally to the other. The best imported wood preserver is used, thereby doubling the life of the timber.

Prices range from \$114.00 to \$600.00.

We are agents for HARDER SILOS.

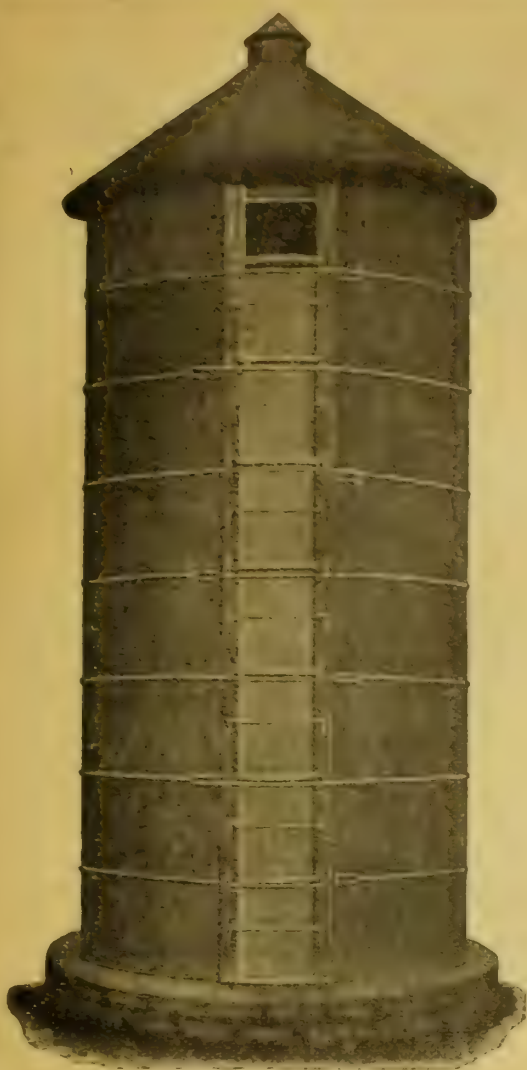
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COMPLETE FARM EQUIPMENT

HENRY E. WRIGHT & SONS., INC.

Manufacturers of a Time Tested Line of Superior
DAIRY, CREAMERY AND FARM EQUIPMENT.

12A SOUTH MARKET ST., BOSTON, MASS.



TOO FEW DAIRY COWS.

New England has now too few dairy cows. The present impending food crisis presents a most serious aspect for all farmers of New England but brings special prominence to the dairy industry. It is only through the use of dairy cows that we are able to produce human food from our rough forage crops. The abundant supply of hay in New England this year is reason enough alone for maintaining our dairy herds. The present shortage of grain is making itself felt in the amount of milk produced in every section of New England. This means there will be no surplus of milk this year and also means actual want later in the season. We must maintain our dairy herds.

With the rapid readjustment of prices it is very essential that the farmers who have never kept records of the cost of milk production begin now to keep and tabulate such items as will enable them to tell at

any time the cost of producing their milk. In Massachusetts the Massachusetts Agricultural College and the county agents have worked out a blank for this special purpose and are ready to assist any of your local milk producers' organizations to start keeping such accounts.

Every dairy herd must be maintained and every milk producer must know what their product costs them at this time of changing values in order to maintain the business. Keep your cows, know what is costs and then get enough for the product to keep the business going.

S. R. Parker, County Agent Leader.

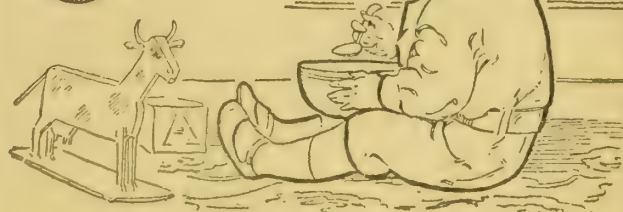
A REMINDER TO MEMBERS.

It not frequently happens that members making inquiries of or furnishing information to the New England Milk Producers' Association fail to give their address. It is often necessary that this should be known, because local conditions may have a direct bearing on the question at issue and it is impossible to discuss the matter intelligently without knowing the location of the writer of a communication. It is difficult to determine this when it is necessary to go over lists of 9000 or more names to ascertain an address. PLEASE BE SURE AND GIVE THE NAME OF YOUR TOWN WHEN YOU WRITE TO THE ASSOCIATION.

Will Mr. T. J. Stewart please send his address?

Send in your Subscription for The New England Dairyman.

Registered U. S. Patent Office



Here's Baby Bert

*Who would be hurt,
By milk defiled by germs and dirt.*

Such milk don't flow,

*From cows, you know,
That sleep and stand on "BUFFALO"*

PURE
MILK

BUFFALO SHAVINGS

SANITARY
BEDDING

CHAS. A. SMITH
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HEALTHY
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Wise Bees Save Honey—Wise Folks Save Money

4%

Interest
since 1907



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TO MAKE MONEY LAST
PRACTICE SAVINGS FIRST
START A SAVINGS ACCOUNT

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK

Incorporated 1869

875 Tremont Street, Boston, Mass.

The Vice-President and Treasurer of the N E M P A



Frank S. Adams, Vice-President
BOWDOINHAM, ME.



E. P. Willcox, Treasurer.
LITTLETON, MASS.

Some Interesting Suggestions on Reducing Production Costs

"A penny saved is a penny earned," and a penny saved per quart of milk produced will many times be the difference between profit and loss.

Today, with the high cost of grain, increased cost of labor, and the rising price of equipment, the dairyman is considering means of cutting down his cost of production.

Figures taken from the dairy demonstrations of Kennebec county show that there are four big factors, that are common to the average dairyman of the state, entering into the cost of milk production. These factors are labor, grain, roughage, and production.

Labor: The largest item of expense to the average man producing milk is the "chores," or, more properly speaking, labor. These "chores," labor, care of the herd, or whatever you want to call it, constitute practically one-fourth of the entire cost of milk production, if the dairyman considers his time worth what he is obliged to pay should he hire.

How, then, can this labor be reduced and get as good or better results at the pail? All over this state are to be found men who feed their stock morning, noon and night and some even five or six times a day. Probably it never has occurred to these men that if it is necessary to feed at noon, it is equally necessary to feed at midnight—the cow doing

as much work during the night as during the day. Two feeds, morning and night, will produce as many pounds of milk, or more in the average herd, as to feed oftener. To feed oftener than twice a day is a waste of time.

Another item of expense in the care of the herd that may be corrected is the manner of watering. Few of the larger dairymen, indeed, believe that the exercise gained by turning cows loose to drink is of sufficient value to warrant the time in doing it. Especially is this true where cows are turned out to drink ice-cold water or exposed during cold, blustering days.

The man who can so arrange his barn and plan his work in it as to rid himself of unnecessary labor, is getting at the very heart of cheaper milk production.

Grain: This, like labor, constitutes about one-fourth of the total expense of milk production. The fond hope of raising all of our concentrates and doing away with the expense of buying grain will never be realized. Never will we raise our protein grains and probably never all of our carbohydrates. The solution of the grain question will be in knowing how to choose the best concentrates on the market and putting them together to make balanced rations for cows. When we as dairymen know how to do this,

we will be getting the greatest amount of feed nutrients possible at a substantial saving.

Roughages: Few, and very few, dairymen in Maine are raising sufficient silage to feed, even through the winter months, let alone to feed whenever cows have need of roughage. Clover is also raised in much smaller amounts than it should be. When we will raise plenty of good silage and good clover hay, we can cut down our grain bill materially.

Production: Inasmuch as it costs the same to maintain a cow, whether she be a low producer or high producer, per 1000 pounds of live weight, to increase milk production would be to decrease the cost of production. Repeatedly has this statement been proved in cow-test association work and dairy demonstrations that the largest producing herds are producing milk the cheapest per quart, or per pound of butterfat.

There are, then, four ways at least whereby the average dairyman can keep down the cost of milk production: First, by so arranging his barn and planning his work as to accomplish the most with the least amount of labor; second, by buying and feeding grain intelligently; third, by raising a larger proportion of clover and silage for roughages; fourth, increase the production of his herd.—A. L. Deering, County Agent, Kennebec County, Me., in the Maine Farmer.

Send in your Subscription for The New England Dairyman and help the good work along

SIZE OF SILO NEEDED.

In determining how large a silo to build, two things must be considered, the total amount of silage needed to supply the herd and the amount that is to be fed daily. The total amount needed determines the capacity of the silo; the amount to be fed daily determines its diameter.

It is common knowledge that silage exposed to the air for a considerable period will spoil and consequently it is essential that at least two inches of silage be fed out daily. Figuring that each of the 25 cows would be fed about 30 pounds per day would mean feeding 750 pounds, or about two inches, from a silo 12 or 13 feet in diameter.

The total amount of silage needed by the herd during the year will, of course, depend upon how long it is to be fed. In this particular case we take it that our correspondent will feed silage for about seven months, or from October 1 to May 1, a period of 212 days. At 750 pounds a day this would mean about 80 tons of silage required.

According to data compiled by King, a 12-foot silo would have to be 34 feet high to hold 80 tons of settled silage and in this instance we would certainly not advise building it less than 40 feet high in order to make some allowance for settling. A 13-foot silo 34 feet high would do as well and, because of the lower depth, is in the majority of cases to be preferred.—Hoard's Dairyman.

If you like The New England Dairyman, tell your friends.

Helping Out By Reducing Costs

Co-operative Buying Plans of the N E M P A Will Prove of Great Benefit to Farmers

Plans of the New England Milk Producers' Association for a united purchasing system contemplate the extension of service over a territory even wider than that covered in the marketing campaign. The idea is that, while the method is intended primarily and mainly for the dairymen of New England, it will be found in course of time that other classes of farmers will desire to take advantage of the benefits, which, it is felt, are certain to accrue from the carrying on of this great undertaking.

Collective bargaining, as applied to marketing through the N. E. M. P. A., resulted in a net cash gain of \$3,000,000 to the dairymen of New England for the six months from April 1 to October 1, 1917, over what was secured in the same six months during 1916. Beside, there is an advantage in concessions gained which is of inestimable value. It is believed capable of demonstration that the same principle of collective bargaining applied to purchasing will result in a profit of four or five times as much if business methods predominate in handling the matter and the officials are given the whole-hearted support and enthusiasm of the members. In other words, co-operative buying will prove as beneficial to milk producers as co-operative selling if carried on in a manner which would win success in any other form of business.

Except in Maine, little is known in New England of the benefits of co-operative purchasing on a large plan, although the method is practiced on a considerable scale among producers generally in New Jersey, Delaware, Maryland and Virginia, and to some extent on Long Island, to say nothing

of the big, and enormously wealthy fruit-growing organizations of the Northwest and California.

As planned by the N. E. M. P. A., the New England campaign probably would be the most extensive in the eastern section of the United States and it would be developed as rapidly as circumstances and the number of those adopting its methods warranted. At least 20,000 dairymen could be benefitted and half as many general farmers would find it to their advantage to get into line with their brethren, it is believed.

A vast amount of effort is necessary before the actual work of practical co-operative buying is begun, but the preparatory arrangements already are being made and the details may be far enough advanced to aid producers in making their purchases of grain this fall. Grain is the first commodity the association will undertake to handle, but no less important fields will open in the future for fertilizer, farm machinery and numerous household commodities, such as flour, furniture, etc.

Of course, when buying and distributing supplies for 20,000 or more families are considered, the first step necessary is the establishment of a system of management, which will bring about the highest efficiency and result in the greatest degree of economy. That is now the principal work under way, and, when it is completed, other problems will be brought up for solution. There are a thousand and one details to be arranged. Not the least important is fixing the localities which shall be the storage and distributing centres. These selections depend on convenient railroad junction points, the agricultural character of the surrounding territory and other factors. There are dozens of partially suitable points in New England, but only a few that answer every requirement. When all the plans are wrought and the various problems solved, the actual work of arranging with members of the association for carrying on the practical efforts will be begun, and there is every reason to hope that the actual co-operative buying will start during the coming autumn.

Producers are requested to send any information they may possess about dealers who do not pay their bills to the Credit Bureau of the N. E. M. P. A.

Send in your Subscription for The New England Dairyman.

Urges Bankers to Help Dairying

It is the opinion of W. R. Finlayson, cashier Villisca National Bank, Villisca, Iowa, that the banker and every business man as well as the farmer himself, should encourage the tenant and man with limited means to own a few good cows, cows that will test out and prove that they are good cows, encourage him to take care of them, use only the best of sires that have come from the strain of proven milk producers and handle the dairy part of his dairy operation consistently, so that in a few years he will be able to branch out on a larger scale and do bigger and better things without doing it all on borrowed money. Mr. Finlayson, in the Banker-Farmer, says:

"There has been a good deal said about the tenant problem and the ever diminishing fertility of our farms, and it seems as though a satisfactory solution to such problems, to a certain extent at least, would be more dairying a little more judiciously done."

In speaking of the small farmer and the tenant with limited means and credit who is compelled to look to a kind of farming that will bring in a steady income and operate with the least element of risk, Mr. Finlayson claims that dairying with diversified farming will prove the most successful kind of farming. To quote him further:

"A good milch cow will bring in a constant, steady income the greater part of the year and will convert grass and rough feed into cash as easily and readily as anything on the farm. Besides the cream and milk that will be sold there will be a calf of considerable value, skim milk with which to raise pigs and calves, and the manure which will help to keep up the fertility of the farm. I believe the average banker would rather loan his customers who are small farmers

and tenants money with which to buy good milch cows than loan them money to go into our central markets and buy stock cattle and feeders. In the one proposition the element of chance is as nearly eliminated as it is possible to be in farming, while in the other, experience and observation have shown that there was a very great element of chance and the tenant and the man with the small farm with limited means have no business taking the chance on borrowed money."

What the banker owes the farmer is also discussed at some length by John Lee Coulter, Dean West Virginia College of Agriculture, in a recent address to Virginia bankers. Dean Coulter says:

"I am not here today to contend that bankers owe farmers money, nor do I contend that bankers are duty bound to change their system in order to accommodate the farmers. I am convinced, however, that the banker owes the farmer as he owes every other business man, as he owes every laborer, as indeed he owes his family and himself, a duty which he cannot deny and which he cannot get away from; he owes it to all his community and his state to aid in the upbuilding of prosperity and the development of civilization. The banker should not only be active from the standpoint of an abstract citizen or from the standpoint of philanthropy, but should be active for selfish reasons in this upbuilding of the community and the state, for whenever he helps the farmer and the state he helps himself. An aid to the farmer may be said to be an aid in a positive way, aid to the state comparative way, and aid to the man who aids the superlative; thus from purely selfish or personal motives the banker owes it to the farmer to aid."

A Lesson in High Prices of Butter

The best creamery butter is quoted in Boston and vicinity at between 55 and 60 cents per pound at retail and the chances are that it will not go much lower even when the cows begin to graze on sweet "June" grass. This is because of the fact that the customary summer surplus of milk is this year likely to be lacking and the "surplus" is a most important consideration in the manufacture of butter, especially where it relates to the cost of production.

No other single fact affords so positive a demonstration of the marked decrease in the production of milk on the farms of New England, as this, and no other so adequately presents evidence of the necessity of a change in the situation which will result in an increase of the dairy herds of this territory. The general public has been slow to realize the rapid

decline in the number of cows from Aroostook to southwestern Connecticut. While it is true that the principal reason may be attributed to the high price of grain, it is a fact that the usual relief experienced at "grass time" will be much less this year than usual. The lesson to every thoughtful citizen is that there must be cordial and hearty encouragement tendered the producers in order to maintain the supply of milk at its present standard and this must be continued in order to increase the amount. It may sound paradoxical, but it is nevertheless true, that higher than present prices for milk mean better production and better production means more and cheaper milk. In the present state of affairs that, and nothing else, will lead to more satisfactory rates on all hands for all kinds of dairy products

Make Your Milk Check Bigger

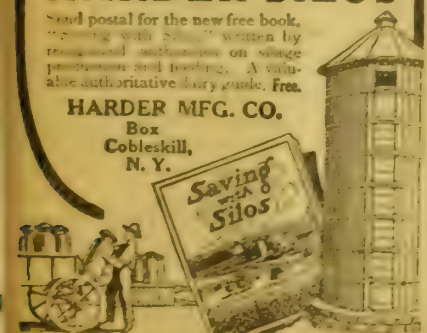
Increase milk production by feeding silage. Get the silos used by the U. S. Gov't, the latest improved, perfectly built and storm-proof

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Send postal for the new free book, "Feeding with Silage" written by recognized authorities on silage production and feeding. A valuable authoritative dairy guide. Free.

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Cobleskill,
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Dr. G. M. Twitchell on New Milk Scale

Says Dr. George M. Twitchell in the Maine Farmer:

The final agreement made by the New England Milk Producers' Union and the chief contractor in New England, H. P. Hood & Co., covering the price to be paid for milk for next six months, simply forces the conclusion that all the producers want in order to realize a fair living price is to get together. The doctrine has been preached for years, but here is a concrete example.

All the while, keep clear before the public the fact that the producers never have asked for a fair living price for their milk. More than this, it will be necessary for producers to give the widest publicity to all facts covered in price realized, for the good reason that, while they are getting close to five cents, milk is being retailed in Boston, our chief market, for 11 cents per quart. Responsibility for every increase is charged back upon the farmers, and no explanation made except that contractors must realize on their investment. The problem facing producers is that of uniting to eliminate the watered stock in our

corporations. The claim that a corporation may be capitalized to the full extent of its earning capacity, regardless of investments, is neither safe, sound nor logical. It is the application of the law of might over right. It is reported that Hood & Co. are capitalized at \$1,125,000. If this means an actual cash investment in the business, then they are entitled to 6% interest on same; whereas, if any portion represents what is termed watered stock, those earnings belong to the producers, for they represent the net surplus, above all overhead charges, regular salaries and expenses, all depreciation and an amount set aside to meet possible contingencies. If it is right for the public to have all the facts regarding production to protect against over charges by producers, it must be equally so to know every item included in disposal, and certainly that capital represents only actual investments. As an illustration of what the public is paying, note the daily increase of stock by corporations, simply telling of earning capacity beyond the point justifiable by the public.

Mr. R. B. Harris Offers Congratulations

Mr. R. B. Harris of Foxboro, Mass., writes an interesting letter to the N. E. M. P. A.. Much of it follows:

Again allow me to offer you my congratulations on securing the summer price. You have achieved more this last year in a practical way for the benefit of the New England farmers than all other sources put together, including the agricultural colleges and state boards. You are certainly a sincere friend to the farmers. Now for strong co-operation and 70 cents next fall. Never mind what the trimmers in the cities say, for they don't care any more for the farmers than a cur dog, except when they can use them. Allow me to suggest that they get rid of their poor cows; prices were never better for cow beef than now. Don't increase their herds—better a little short than a surplus, and they will get more out of it and will not be such slaves. Keep their crops to a minimum, for every factory and store man that can get a piece of land is going to have a garden, whether a success or not, this summer, and, believe me, neither they nor their employers care a rap for your men. As an illustration, remember how the Householders' League and other similar bodies, including our legislature, have put it over them.

I have watched this battle of the milk producers for years. At one time I kept 25 to 40 head of stock and retailed the milk. I always realized the great disadvantage the farmers were in on account of lack of organization, and have been preaching

"Organize, organize." There is an old saying which is especially applicable to the people whose welfare you are championing, and it is this: "United we stand, divided we fall," and the farmers have always fallen, because they would not drop their little personal feelings and organize. With a certain class this is the main reason why the farmers are looked upon as a joke, instead of being looked up to with the greatest respect. You must endeavor to the best of your ability to assist this most worthy but poorest paid and least appreciated class of people to put themselves on a financial basis, so that the whole family will carry a smile on their faces. That father will have a good bunch of cattle, a pair or more of horses, etc., in his barn, a good outfit to wear when he goes away and always a roll in his pocket. That mother shall have the conveniences of a home, have clothes to wear beside the gown she performs her housework in, and a dollar of her own for spending money. For the boys a couple of suits of clothes without any patches, and for the girls pretty gowns, with some change to buy a box of bonbons or college ice; all the children to have a good education. These few simple things, which to some may seem visionary, are all obtainable if they, with the officials of the N. E. M. P. A. to assist them, will get together and form one strong organization for their mutual benefit.

Send in your Subscription for The New England Dairyman.

New Points in Food Value of Milk

Various methods and computations have been devised to demonstrate the greater value of milk over other articles of diet in comparison with cost, all going to indicate the great superiority of this dairy article over general food supplies. One of the most interesting computations was arranged by Prof. Alexander Hadlock of Ludlow, Vt., from the statements in a circular issued by the United States Department of Agriculture, No. 46, entitled "The Functions and Uses of Food." According to this computation, if sirloin steak sold for 15 cents a pound, you would get for 11 cents an equal value to one quart of milk at that price. However, as sirloin steak is selling at about 45 cents a pound, the equivalent food

value to a quart of milk would cost, if expended in sirloin steak, about 33 cents. According to the same rule, if you would get as much food value for 11 cents in other articles as you do in a quart of milk at that price, to equalize the situation, the various costs should be as follows:

Round steak,	12c per pound
Fore quarter beef,	14c per pound
Hind quarter beef,	15c per pound
Canned corned beef,	20c per pound
Fore quarter veal,	8c per pound
Hind quarter veal,	9c per pound
Fore quarter mutton,	20c per pound
Hind quarter mutton,	20c per pound
Pork tenderloin,	14c per pound
Fresh ham,	24c per pound
Smoked ham,	26c per pound
Bologna sausage,	18c per pound
Frankfurts,	18c per pound
Chicken broilers,	5c per pound
Fowl,	12c per pound
Dressed cod,	3c per pound
Halibut steak,	7c per pound
Mackerel,	6c per pound
Salt cod,	5c per pound
Canned salmon,	11c per pound
Oysters,	4c per pound
Clams,	5c per pound

Secretary Redfield Wants Increase in Food

Hon. William C. Redfield, Secretary of Commerce, has sent the following circular letter to commercial organizations:

The war in which we are now engaged is a war of economic resources. It is absolutely essential to the successful prosecution of the war that everyone make his or her contribution to the economic welfare of the country. The production of food is a vital and present duty resting on every man and woman who can help it along. Without food workmen can not work, nor can armies fight.

The food supply of the country must be increased, and I urge upon you to cooperate in every way with the Department of Agriculture in its campaign to increase the crops of the country. Will you not take this subject up at once with the membership of your association, pointing out to them the needs of the situation and urge immediate action? I suggest that every organization should have a committee on the production of food-stuffs and that the assistance of women's organizations be enlisted in the campaign.

I need not point out that the planting season is at hand, and that any action to be effective must be taken at the earliest possible moment. In the United States, as in the warring countries of Europe, the effects of this struggle will be felt by everyone and economic preparedness will greatly lessen the burden that we must carry.

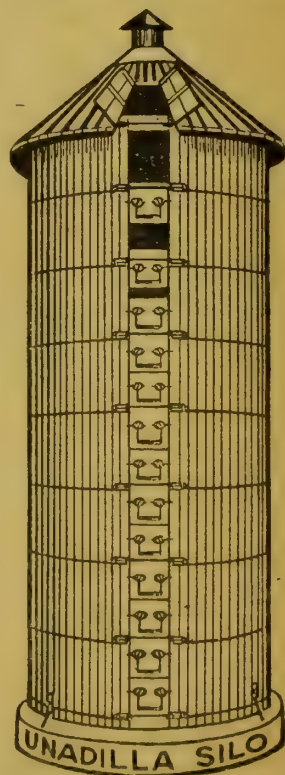
A fair price to the producer of milk means better production; better production means more milk and cheaper milk.

A CENTURY OF SUCCESS. LADY POOR'S PURE PILE OINTMENT

Brings prompt relief, also a great remedy for ECZEMA and all Skin Eruptions. At your Druggist or direct from us for 25 cents.

The James W. Foster Co.,
Manufacturers and Proprietors, Bath, N.H.

Unadilla Silos Are Money Savers!



We are in full sympathy with the efforts of New England Dairy-men to get profitable prices for their milk and our universally used Silo, the Unadilla, will help do it by cutting down feeding costs. Write today for catalogue and prices.

UNADILLA SILO CO.
Box. X, - Unadilla, N. Y.



You don't have to teach a calf how to milk; the calf knows; and the cow knows it's right. The only way to milk a cow is the calf-way. We call this milking machine of ours, now perfected

The Calf-Way Milker

because it reproduces, mechanically, the calf operation; not a vacuum suction, which often does harm to the cow; but a soft-rubber downward squeeze. You might think a machine couldn't do that; but this one does it.

The fine herd of Holsteins which took all the chief prizes at the San Francisco Exposition have been milked for five years with the Calf-Way Milker.

Unlike most milking machines, it does the whole job clean; you don't need to follow the Calf-Way with a pail. This machine would pay for itself with the milk it gets after the other machine is through.

Every milk-producer in the New England Association ought to investigate this Calf-Way Milker. No matter what machine you now use; no matter if you have no milking machine, it will do away with the expense of hand milking. It will satisfy your cows and you'll be satisfied as well.

THE CALF-WAY MILKER COMPANY

168 North Michigan Boulevard, Chicago

New England Representative,

CHARLES R. BROWN, 26 Broad Street, Boston

STAR LINE HAY TOOLS

HAY CARRIERS, FORKS, SLINGS, ETC.

A comparison of Star "Harvester" Hay Tools will convince you that they are "many years ahead" of other lines, for Strength, Durability and Dependability. They are built that way: to give continued service.

HARVESTER FORK CARRIER

Harvester Fork Carrier. Sheaves 7" in diameter "roller bearing" grooved for $\frac{7}{8}$ " or $\frac{3}{4}$ " rope or $\frac{3}{8}$ " wire cable. Wheel Base 15 $\frac{1}{2}$ ". Tracker Wheels, best gray iron 3" in diameter revolving on lathe-turned steel axles. Lock improved type of gravity lock. No springs to rust out or break. The lock embraces the double grapple principal, permitting the pulley to enter at any angle and holding it securely. Simple in construction and positive in action. Frame best grade malleable iron, fully reinforced.

A Very Simple, strong and Durable Carrier that always gives satisfaction and one that can be depended upon.

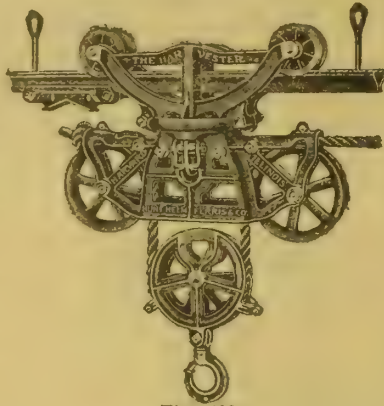


Fig. 493

When you NEED a Hay Carrier you NEED it. Take no chances with one that may fail you when needed most.

COMBINATION FORK AND SLING OUTFIT. If you are not familiar with the saving in time and labor by using a combination of fork and sling, we will gladly tell you all about it and quote you prices on same. Give length of barn and details and we will quote. Catalogs free.

AMES PLOW CO.

Quincy Hall, Boston, Mass.

New England Distributors for the Star Lines of Barn Equipment and Case Tractors.

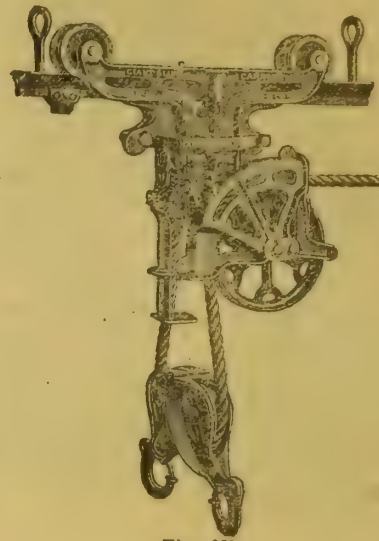


Fig. 687

HARVESTER GIANT SLING CARRIER

Harvester Giant Sling Carrier. Rope Sheave is 9 $\frac{1}{2}$ " in diameter and is "roller bearing." This cuts friction down to almost nothing and makes it possible to lift much larger loads. Wheel Base. Extra long wheel base—17 $\frac{1}{2}$ "—so that the weight of the large loads it is capable of handling may be distributed along the track. The loaded carrier is evenly balanced. There is equal weight on all four tracker wheels. The Swivel End by which the rope is hooked to the carrier swivels freely and prevents the rope from twisting and kinking. Besides being extra heavy and strong, being of simple design and of few parts, actual experience proves that it does its work—all that is expected of it and more—that is practically trouble-proof, a "Giant in Strength."

How One Man Found Cost of Milk

The following figures have been presented by Mr. H. H. McKnight, who has a fine herd of Jersey and Guernsey cows in Ellington, Conn. He has been able to cut his feed costs to a minimum by growing leguminous crops on the farm. He grew soy beans to some extent, which were cut into the silo with the corn. It will be noticed that his grain mixture is very high in protein, but that he is only feeding a small quantity as compared to the amount usually fed to the dairy cow; also that the price for this grain is lower than the present market quotations, as it was bought in the fall when the prices were lower.

Mr. McKnight's figures are as follows: 1470 pounds of milk produced; 147 pounds used as milk, 4323 pounds

separated, or 1995 pounds, taken to the Wapping Creamery. 24 pounds used at home, 1060 pounds cream test, 19 per cent. 201.40 pounds butter fat at 47 cents equals \$94.66, divided by 2020 quarts, gives \$.0468 per quart. The skim milk was either used on the farm or sold at the barn at 1 $\frac{1}{2}$ cents per quart. Thus the income for milk was nearly 6 cents per quart.

The feed consumed per cow per day: 40 pounds corn ensilage at \$4 per ton, 5 pounds corn stover at \$.80 per ton, 10 pounds clover mixed hay at \$20 per ton, and 4 pounds grain (mixture cotton seed meal and cream gluten)—total cost 28 cents. To get the actual cost of milk the County agent attached the following figures or charges: Labor, 12 cents; interest, 2 cents; depreciation, 2 cents; barn costs, 2 cents; bedding, 1 cent; insurance and taxes, 1 cent; veterinary and miscellaneous, 1 cent; total 22 cents plus 28 cents (cost of feed) makes a grand total of, after deducting 5 cents for manure, 45 cents.

These figures show that Mr. McKnight's cows must have tested at least 4.6 per cent. These figures will be of exceeding value to those considering selling milk to the creamery, or the sale of market milk. The cost of one quart of milk to produce was 5.2 cents.

WINDSOR COUNTY JERSEYS.

A Windsor county Jersey cattle club was recently organized at an enthusiastic meeting of Jersey breeders at White River Junction, Vt. F. L. Davis of White River Junction was elected president; H. W. Lee of Windsor, vice-president; L. L. Mounce of South Woodstock, secretary and John H. Hazen of Norwich, treasurer.

A constitution and by-laws similar to one suggested by the American Jersey cattle club was adopted. Directors were chosen as follows: Charles Gates of North Hartland, Alvin Lawrence of Springfield, Lewis English of Woodstock, Solon J. Vail of Pomfret, and R. E. Burnett of Bethel. A. E. Sherburne of Pomfret,

was elected auditor. The object of the club is to promote the breeding improvement and sale of Jersey cattle. Membership is open to breeders of or persons who manifest an interest in Jersey cattle. The initiation fee of \$1 pays the first year's dues.

After the organization was completed addresses by three well known authorities on dairying were much enjoyed by the 60 or more farmers present. The speakers were G. N. Putnam of Contoocook, N. H., Morgens S. Tolstrop of St. Albans and Prof. G. F. Story of Burlington.

Arrangements for the meeting were made by a committee of members of the Windsor county farm bureau.

Every farmer knows the peril of Sore Breasts and Saddle Galls during heavy spring work.

MORRISONS

Old English Liniment
Takes out the soreness and toughens the skin. Made, sold and guaranteed by

JAS. W. FOSTER CO., BATH, N. H.

Direct from us if your Druggist don't keep it.

Two Sizes 50 cents and \$1.00.



The Long Life Greasolite Silo will give you complete satisfaction.

Green Mountain Silos

Better Than Ever for 1917

An anchorage system that will prevent twisting, leaning or blowing down.

YOUR SILO INSURED

The strongest hooped silo. Easy to erect—and easy to buy. We are now making a low-price-pay-later proposition that will interest you.

Write at once for particulars.

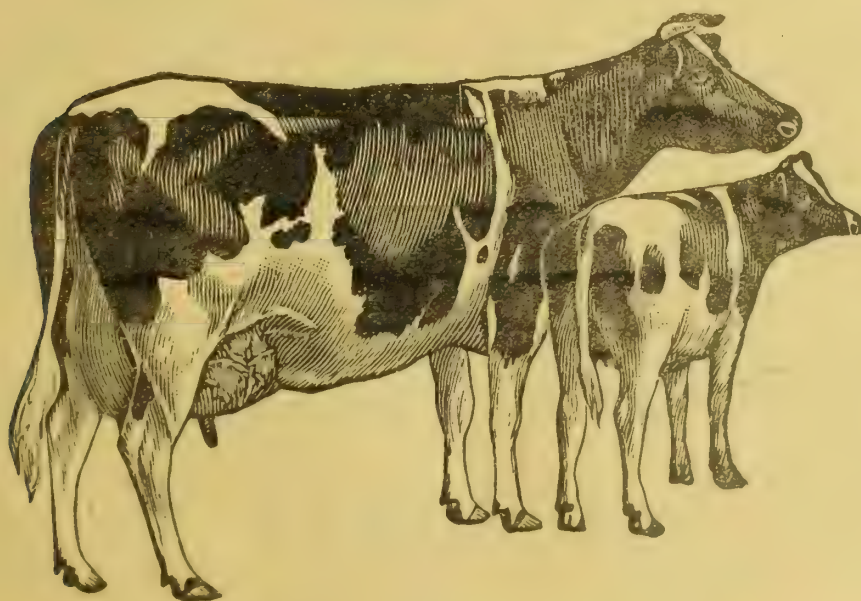
The CREAMERY PACKAGE MFG. CO.
330 West Street, Rutland, Vt.

We want a few agents in unoccupied territory.

You Need Holstein Cows If You Are Making Milk For Market

THE HOLSTEIN-FRIESIAN BULL possesses a strong constitution, superior we believe to that of any other dairy breed. Hence his value for grading up ordinary herds. A Cornell bulletin describes results secured in grading up its herd of twenty cows. The cow, Freddie, three-quarters Holstein, in forty-five weeks produced 11,693 $\frac{1}{4}$ pounds of milk, containing 413 pounds of butterfat, or 3.53 per cent. Ruby, three-quarters Holstein, produced in forty-eight weeks, 13,574 pounds of milk, containing 430 pounds of butterfat, or 3.17 per cent. This shows what breeding to a purebred Holstein bull will do.

TO THE FARMER OF JUDGMENT, seeking more profit and satisfaction in milk production, a comparison of the actual records of the purebred Holstein-Friesian breed with others, is an object lesson in economical investment. Send for our book on Dairy Breed Comparisons. One good purebred Registered Holstein will produce as much as two ordinary cows, saving proportionately on feed, housing and care. Investigate the big "Black-and-Whites." They will make the milk check larger.



Holstein-Friesian Association of America

F. L. Houghton, Sec'y.,

300 American Building,

BRATTLEBORO, VT.



The Greatest Opportunity That Was Ever Known For Breeding Improved Cattle

Owing to the extreme high cost of everything that enters into the manufacture of dairy products, the thoughtful dairy man now realizes that he can no longer afford to feed the high cost grains to the cow with low production. So long as the nations are at war, we cannot hope for lower prices for the materials that go into the manufacture of dairy products and in order to make a profit under existing conditions,

The Large Yield Cow Is the Only Solution!

The cattle of France and Germany are greatly depleted, and immediately upon the close of the war, they are going to need over three million high grade dairy animals. Now is the opportune time to start by securing a pure bred sire, and in order to encourage New England dairy men to make this start, are offering four bulls, from three to six months old.

These bulls are sons of a sire whose dam and sire's dam have average yearly production of over **22,500 lbs. of milk and 900 lbs. of butter**, and they come from some of the best and largest producing heifers in our herd. These bulls are worth and would sell for a great deal more than we are asking the New England dairyman to pay for them. We will accept \$50 down at the time of sale, and \$10 a month for 10 months. This proposition is only for New England dairy men. They are offered at \$150.00 each, so it's a case of first-come-first-choice! Remember they are **good ones—well grown—THE KIND THAT WILL MAKE YOU MONEY! Act quickly.**

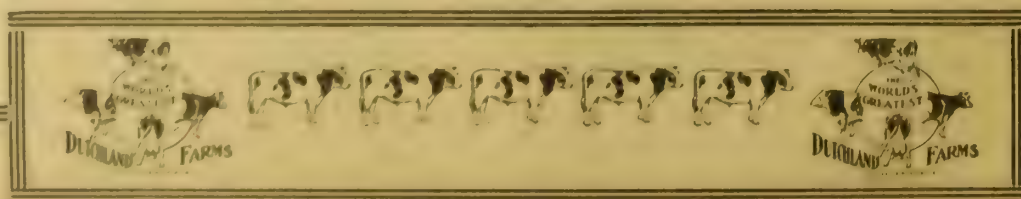
FRED F. FIELD HOLSTEIN CO.

“DUTCHLAND FARMS”

“The Home of Producing Dams”

MONTELLO STATION

BROCKTON, MASS.



THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association

ber 3.

BOSTON, MASS., JUNE, 1917

50 Cents Per Year

Price of Milk, 7 to 8 Cents Per Quart

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M. P. A. concluded that nothing but
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dustry of New England. It was felt
that the price should advance June 1,



Milk Producers' Gulliver Begins to Break His Chains



The Greatest Opportunity That Was Ever Known For Breeding Improved Cattle

Owing to the extreme high cost of everything that enters into the manufacture of dairy products, the thoughtful dairy man now realizes that he can no longer afford to feed the high cost grains to his cow with low production. So long as the nations are at war, we cannot hope for lower prices for materials that go into the manufacture of dairy products and in order to make a profit under existing conditions,

The Large Yield Cow Is the Only Solution!

The cattle of France and Germany are greatly depleted, and immediately upon the close of war, they are going to need over three million high grade dairy animals. Now is the opportunity to start by securing a pure bred sire, and in order to encourage New England dairy men to make a start, we are offering four bulls, from three to six months old.

These bulls are sons of a sire whose dam and sire's dam have average yearly production of **22,500 lbs. of milk and 900 lbs. of butter**, and they come from some of the best and largest producing heifers in our herd. These bulls are worth and would sell for a great deal more than asking the New England dairyman to pay for them. We will accept \$50 down at the time of sale and \$10 a month for 10 months. This proposition is only for New England dairy men. They are at \$150.00 each, so it's a case of first-come-first-choice! Remember they are **good ones grown**—THE KIND THAT WILL MAKE YOU MONEY! **Act quickly.**

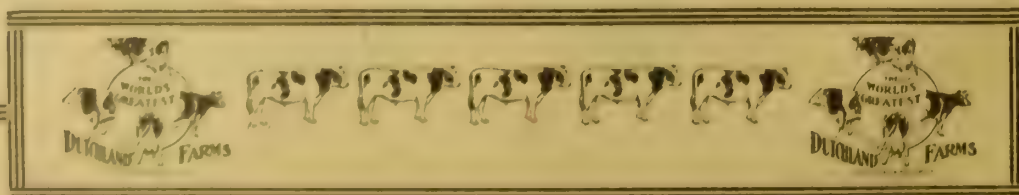
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Executive Committee of the N E M P A, After Two Days' Session, Decides on Advance in Price July 1, in Order to Save Dairy Industry.

After careful consideration of the New England dairy situation at a series of meetings Tuesday night and all day Wednesday, May 22, and 23, the executive committee of the N. E.

Price for milk on and after July 1, until further notice, 7 to 8 cents per quart, Boston delivery, with a Boston base for New England mar-

kets. Standard, 3.5 per cent butter fat. Premium prices for butter fat to be based on a rate of 40 cents per pound.

M. P. A. concluded that nothing but an immediate increase in price would avert serious disaster to the dairy industry of New England. It was felt that the price should advance June 1,



The Milk Producers' Gulliver Begins to Break His Chains

Fixing the Cost of Milk Production

Estimate of Writer in Hoard's Dairyman, Supplemented by New England College Experts.

The cost of producing milk is an ever interesting subject and is more studied at the present time, probably, than it ever has been, and, perhaps, more than it ever will be. Recently an article appeared in Hoard's Dairyman covering the essential features of the matter and much of that article is printed in the The New England Dairyman. There are so many variations, however, and the differences are so great in widely separated sections of the country that the statements of local experts is regarded as of value.

Herewith is a statement made by W. P. Davis of the Dairy Extension Service of New Hampshire College:

"The following is a rough estimate of what I judge to be the increase in the cost of production of milk under present conditions: The average cost of producing milk, as shown by four of the New England experiment stations, is 4.7 cents per quart. The total cost of feed, based upon cow test association records, was \$60 per year. The cost of grain is about 43 per cent of the total cost of feed. Figuring 5000 pounds as the average production per cow, this would mean that the cost of grain per quart has increased 1.10 cents. Since July of

last year grain has practically doubled in price. Labor has increased 20 per cent, or about .4 of a cent per quart of milk. This would make a total increase in cost of production of 1½ cents per quart. These figures are estimates which cover the present conditions as nearly as I can get them at present. I believe that, unless the producer gets an immediate increase in the price received, a large per cent of them will go out of business."

S. R. Parker, the county agent leader of the Massachusetts Agricultural College extension service, writes that he has examined the bulletin on the The Cost of Milk Production with Dr. Lindsey, the author, and that two factors were changed as a result of their study, grain, from \$36 per ton, to \$50, and labor from 20 cents per hour to 30 cents per hour. These changes increase the estimated cost of keeping a cow from \$139.05 to \$167.43 and, reckoning the same production and quality of milk as does Dr. Lindsey's figures, bring the cost of production from 5.23 cents per quart to 6.29 cents per quart.

Following is the matter culled from the article in Hoard's Dairyman:

members would consider. It was stated that the New England farmers needed more and that they should receive more. In fact, certain members urged 9 or 10 cents a quart, in order that the producers should feel they were paid a fair return on the actual cost of making milk, but a majority decided that, while those prices might be more equitable, the increase was too marked at the present time.

A price-making committee, consisting of President Frank W. Clark, Secretary Richard Pattee and L. E. McIntire of East Waterford, Me., was appointed to confer with the dealers and to prepare an announcement for the public, in which will be pointed out that only positive action at this time, because of the scarcity and high prices of grain and labor, will prevent an absolute milk famine next fall, when there would be no opportunity to remedy conditions and much suffering certainly would result.

The incorporation of the New England Milk Producers' Association, under the general law recently passed by the Massachusetts legislature, was completed at the Wednesday forenoon session. It is further referred to in the legislative article.

As to the cost of production, we know rather definitely by this time how much it costs to produce a pound or a quart of milk, at least prior to recent changes in prices. This cost depends on at least four factors: the cost of feed and of labor, capital invested (buildings, equipment, herd, depreciation, insurance, taxes, etc.), and the milk production of the cows. The feed, as a rule, makes up the largest single item; amounting to 50 per cent. of the total cost of production, or more, while the labor bill generally ranges between 20 and 25 per cent. These two items, therefore, make up nearly three-fourths of the total cost of producing milk. A number of experiment stations have reported on the cost of producing a quart of milk on a basis of more or less extended investigations. The following are the main data secured: New Jersey and Connecticut report the cost at 4.8 cents a quart, Vermont 3.4 cents, New Hampshire and New York 4.1 cents, Michigan 4.0 cents, and Massachusetts 5.4 cents a quart. At the California Station, the feed cost alone, at average market prices during the last three years, was found to be 2.3 cents a quart and other expenses 1.3 cents per quart, making the total cost of producing the milk 3.6 cents per quart. The average of the preceding figures obtained in eight widely scattered states comes at 4.3 cents.

This does not mean, of course, that it always costs that much to produce a quart of milk; it may cost more or it may cost less, depending on the kind of cows kept, the system of feeding, quality of the milk, overhead charges,—in general, the skill and business ability of the farmer. The cows are doubtless the most important of these factors. Results obtained in a recent investigation by the Ohio Experiment Station illustrate the importance of good cows for an economical milk production. It was found that it costs, on the average, 6.2 cents to produce a quart of milk from cows yielding 3000 lbs. a year, 4 cents for 4000-lb. cows, 3.8 cents for 5000-lb. cows, and 3.2 cents for 6000-lb. cows; a reduction of 3.9 cents, or about 48 per cent., in the cost of production for the best cows over that for the lowest producing cows.

The other factors mentioned are also important and may readily determine whether a farmer makes money out of his dairy or not, but the average figure given above, which includes the cost of feed and other expenses connected with the production of the milk, may, generally speaking, be taken as fairly representative of the cost in most dairies producing an average grade of market milk. Where special efforts are made to produce a high-grade milk, the cost will be increased by at least 1 or 2 cents per quart, according to the precautions taken to obtain an extra clean and sanitary product.

To the cost of production given, must be added the cost of distributing the milk. This factor has repeatedly been investigated during late years, among others by the

Massachusetts Agricultural College. The results showed that it cost from 11-2 cents to 51-2 cents to bring a quart of milk from the farm to the consumer in the case of 86 distributors in the state, the average expense being a little over 2.6 cents per quart. This figure may be a surprise to many who have not given the matter much thought. There is, however, considerable evidence showing that the average cost given is none too high, and that it frequently costs nearly as much to distribute the milk as to produce it. The reason for this fact is found in the peculiar way in which the milk trade is handled in most towns and cities. A great economic waste occurs in connection with overlapping of milk routes. A number of milk men supply families on the same streets, each one of them covering a large territory to reach all of his customers. If each could dispose of his milk within a small territory of a few city blocks, a daily saving of miles and miles of travel for man and beast would result, with a marked decrease in the cost of distribution. In the larger cities, the milk delivery is mostly in the hands of large dairy companies who are middlemen. This method of distribution naturally adds to the cost of the milk to the consumer, although a valuable service is rendered by handling the milk according to modern sanitary methods and by furnishing clean milk at as low prices as local conditions will allow.

If we add the cost of producing the milk to the average cost of distribution given, we find that it actually costs 6.9 cents, on the average, to produce and deliver a quart of ordinary market milk to the consumer. If more than this is paid for the milk, as was rarely the case until recently outside of the large cities, a profit is realized by the dairyman, but at best it will be considerably lower than 10 per cent. which a business man figures he should make on his investment.

There are two main reasons why the dairy farmer has generally been, or has had to be, satisfied with less than the estimated cost of producing the milk in the past. In the first place, as a rule, he grows his own rough feed, like hay, green crops, silage, as well as grain, and these have been figured in at ordinary market prices in arriving at the feed cost. He has, therefore, received the difference between the market values and the cost of producing the feeds. If it were not for this fact, he would have had to go out of business long ago. Then, again, the dairy farmer, as the farmer in general, is essentially an individualist. He has been plodding along in the past in his own way, frequently without much definite knowledge of how his business was going, and too often satisfied with making a mere living; without giving much thought to whether all the cows in his herd produced sufficient milk to pay for the feed they eat, to say nothing about yielding a profit over and above the cost of keep. Too many dairy farmers have failed to ade-

PRICE OF MILK.

(Continued from page 1.)

but the details of price-making and several other complicated matters would not permit action at so early a date and July 1 was finally decided on.

Those present at the meetings were:

President Frank W. Clark of Williston, Vt.; Secretary Richard Pattee, and the following state representatives: L. E. McIntire, representing Maine; W. D. F. Hayden, representing New Hampshire; Heman Stannard, representing Vermont; Elmer M. Poole, representing Massachusetts; George A. Henry, representing Rhode Island; R. A. Sikes, representing Connecticut, and Dr. George R. Little, representing New York.

It was decided that producers should be requested to insist on a prompt compliance with the new scale and that there should be no hesitancy about maintaining the stand which the executive committee, after many weary hours of consideration, had decided should be taken.

The price decided on was the lowest that the executive committee

Chance for Great Transportation Savings

Systematizing Railroad Milk Routes Would Prove Prof- itable for Producers.

The producer pays the freight. The farmer who ships his milk a distance of 100 miles does not get so much for it as the one who ships it 50 miles. On general theories this practice is not an unjust one, because the cost to a distributor is greater for a long distance, and there is a sentiment that the further from a big center a farm is located the cheaper it is to raise cows, although this is frequently erroneous.

When milk is shipped for unnecessarily long distances there is, however, a definite loss, which comes directly from the pockets of the pro-

FIXING THE COST.

(Continued from page 2.)

quately appreciate the difference in the productive capacities of their individual cows and how the cost of production might be decreased, and the average production of the herd increased, through a systematic culling out of low producers and feeding and caring for the good cows in a manner that would secure maximum milk yields from them.

Both on account of not appreciating the situation fully and because of a disinclination to combine with his fellows and look after common interests, the dairyman has often been satisfied in the past to accept prices for his milk that were decided for him by his customers or through competition, and has rarely been in a position to enforce his modest claims. The formation during late years of protective associations or selling organizations among dairy farmers is evidence of an awakening and of a new era for the milk man. It shows that he is no longer content to work hard and during long hours for the privilege of furnishing the community with a highly valuable, yes, necessary, food article at cost, but that he demands a fair price for his product, one that shall cover not only the actual cost of production, but also interest on his investment and fair wages for himself and family. Even at that, it will be found that milk will remain a cheaper article of food than other animal foods at ordinary prices. True economy should, therefore, dictate its use in the household to a still larger extent than is now the case, both as food and drink for children and adults, and in the preparation of dishes for the table.

ducer and is of absolutely no benefit to any person or corporation, except the railroad or railroads which get the long haul.

Reform is advisable in many cases where this is done and, if a change is accomplished, the result will be a considerable increase in cash receipts for dozens of New England milk producers.

Herewith is given a list of a few of the unnecessarily long routes referred to, which have come to the attention of officials of the New England Milk Producers' Association. Doubtless there are others, and the association would be glad to hear of them, but those cited are sufficient to prove the main points of the contention.

A quite remarkable instance relates to the supply which goes to Providence. Part of it comes from central Maine, in the vicinity of Auburn. From that city it goes to Portland, then over the Worcester, Nashua and Portland division to Worcester and from there via the old Providence & Worcester Railroad to Providence. The total distance covered is 274.9 miles. The distance from Auburn to Boston is 150 miles.

At the same time a portion of the supply of milk for Boston goes from Windham County, Conn., a distance of 62 miles when the shipping point is Putnam. From Putnam to Providence, via East Thompson, is a distance of 41 miles, while from Plainfield to Providence it is 36 miles.

Now, if the Auburn milk went to Boston, 97.9 miles would be saved and, if the Putnam milk went to Providence, this figure would be increased by 26 miles, the difference between a Providence and Boston shipment from Windham County, Conn. This would make a total saving of 123.9 miles per day in the shipment of hundreds of quarts of milk, a saving which should be considered in the quality of the milk, as well as in the cost of transportation.

While the Windham County milk is shipped to Boston and, speaking generally, almost passes through Providence, the latter city receives large shipments from eastern New York, which, figuratively, go through Windham County. Nearby milk could be secured for this market and a saving of from 100 to 150 miles in transportation would result, the eastern New York product being diverted to nearer distributing centers.

Another strange situation is to be

Great Advantage in Use of Big Cans

Surprising Results When Ship- ments Are Made by the 40 Quarts instead of smaller.

This article has a purpose. It is to show producers of milk how they can make more money.

There are four sizes of cans in general use at the present time, 8 1-2, 10, 21 1-4 and 40 quarts.

For the purpose of illustration, take the case of Mr. Milo J. Owen, who lives at Barton, Vt. He has 25 cows and sells milk to H. P. Hood & Sons. The writer does not know Mr. Owen personally and has no knowledge of his cows. Without doubt, Mr. Owen is an estimable citizen and keeps good cows.

Barton is 232 miles from Boston, via White River Junction, which is the way Mr. Owen's milk is transported.

Assuming that Mr. Owen's cows produce 5400 pounds each per year, the total for the herd would be 135,000 pounds.

The figures which show the cost of shipping that amount of milk tell the story of how much money is saved by the use of big cans. It is here:

From Barton, Vt., to Boston, Mass., via the route mentioned, the rates are as follows:

In 8 1-2 quart cans—7500 cans at 8.8 cents per can, \$660.00.

In 10 quart cans—6279 cans at 9.8 cents per can, \$615.34.

In 21 1-4 quart cans—3000 cans at 17 cents per can, \$510.00.

In 40 quart cans—1570 cans at 29 cents per can, \$455.30.

Here is what is saved by using the larger size cans:

The 10 quart, over the 8 quart, \$44.66.

The 21 1-4 quart over the 8 1-2 quart, \$150.

The 21 1-4 quart over the 10 quart, \$105.34.

The 40 quart over the 8 1-2 quart, \$204.70.

The 40 quart over the 10 quart, \$160.04.

The 40 quart over the 21 1-4 quart, \$54.70.

The figures should be amended to a slight degree. By using 10 quart cans Mr. Owen would have left 15 pounds of milk, but that would not be a serious problem in view of saving \$44.66. In using 40 quart cans he would lack 20 pounds, but, as he saves \$204.70 over the 8 1-2 quart cans, he could well afford to buy this amount of a neighbor and fill up.

observed in the distribution of much of the Worcester supply. A portion of the milk bound from Auburn, Me., to Providence is stopped at the Heart of the Commonwealth, after a haul of 181.9 miles. Yet between Springfield and Worcester large quantities of milk are produced which go right through the latter city on their way to Boston. There would be a saving in mileage on this supply of approximately 150 miles, in addition to the 44 miles between Boston and Worcester. Furthermore, the producers between Springfield and Worcester would gain additionally from the fact that they could get a higher price in Worcester for the same grade of milk than in Boston. Accordingly, they lose in unnecessary transportation charges and in going further to reach a market where the price is lower.

Franklin County, Mass., is an important milk producing section and Charlemont is one of its principal shipping centers. The town is located 57.9 miles from Springfield, via Greenfield. The milk of Charlemont goes to Boston, a distance of 127.4 miles, or approximately 70 miles farther than would be necessary to reach Springfield.

The last-named city, instead of going 50 or 60 miles for its milk, hikes

almost to central New York, up about Bangor, N. Y., and Malone, N. Y., a distance of approximately 250 miles. From points further to the east, near Schaghticoke, N. Y., for example, milk is sent nearly 180 miles to Boston. Criss-crossing again, it is found that Chittenden County, Vt., is sending its milk to New York, a distance of from 250 to 300 miles. It is only a little over 200 miles from Boston to the main milk shipping points of Chittenden County.

Here is where a vast saving would result from a survey of transportation conditions: Have the supply of Franklin County take a short haul to Springfield; let Chittenden County reduce its traffic charges by sending to Boston, and have Malone and the central points of New York state go down to New York city or nearby markets like Albany, Troy, etc. The service would be fully as satisfactory in all cases and the charges for conveying the milk would be much less. It is not likely that a change in arrangement would affect the present shipping arrangement of eastern New York milk producers, because it is about as far from them to New York as to Boston, and, in many respects, the Boston market has better advantages.

Truth of Dairy Situation Throughout New England

Facts Revealed by the Questionnaire Propounded by NEMPA Show Definitely Position of Producers—No Theories in Reports Submitted by Officials of Local and County Organizations.

The dairy situation throughout New England is clearly epitomized as the result of a questionnaire submitted last month by the New England Milk Producers' Association to local and county officials all over the territory. Answers received covered 36 counties in New England and the Eastern New York district, but dozens of individual replies were necessary to complete the lists. The summarization of these replies provided many important facts and afforded numerous interesting comparisons.

It was found that in all but six of the 37 sections the farmers are selling their dairy cows, the proportions in the last 60 days running from 1 to 50 percent. Practically all the animals have been sold for slaughter, and the reasons given are the high cost of grain and labor and the prices paid for beef.

In nine of the tabulations more calves are being raised this spring than last; in ten of them the number is about the same, while in 18 the reports are that there are less. In substantially every instance it is stated that farm help is insufficient and yet everywhere there has been an increase in pay of from 12 1-2 to 40 per cent and in many instances the hours of labor have been reduced in number.

In nearly every locality there is a shortage of grain and it is almost the invariable rule that farmers are making efforts to raise more grain at home this year than in the past. In most of the places enough seed is to be had, but it is high and in some cases it is scarce.

Practically every section reports that the dairymen are losing money, but in Chittenden County, Vermont, it is stated "not much," and in Orleans County, Vermont, "about breaking even."

All feel that an increase in price is necessary at once, but the ideas vary greatly. A study of the reports will prove of decided interest and will afford much instruction to all those concerned in dairy affairs of New England.

The questionnaire was as follows:

1. Are farmers selling their dairy cows?

2. How many have been sold in the last two months?

3. Have they been sold to other farmers or for slaughter?

4. Why have they been sold?

5. Are there more, or less, calves being raised in your vicinity this spring than last?

6. Is sufficient farm help available?

7. What wages are paid per day?

8. What was paid last year?

9. Is there a shortage of grain in your vicinity?

10. How much effort are farmers making, if any, to raise more grain for dairy consumption?

11. Can enough seed be had?

12. Are farmers making or losing money at present prices for dairy products?

13. How much must farmers get to enable them to continue to keep their dairy herds?

a. How much for whole milk?

b. How much for butter fat?

The summaries of the answers received are appended:

EASTERN NEW YORK DISTRICT. 1—Yes. 2—300. 3—Slaughter. 4—Unprofitable. 5—Less. 6—No. 7—\$10 per week. 8—\$6 to \$7.50 per week. 9—Yes. 10—Every. 11—Short. 12—Losing. 13a—10 cents for 3.7 per cent; b—40 cents.

NEW LONDON COUNTY, CONN. 1—Yes. 3—To kill. 4—Don't pay. 5—Less. 6—No. 7—\$2.50 to \$3. 8—\$1.75 to \$2. 9—Yes. 10—Some. 11—Doubtful. 12—Losing. 13a—8 cents a quart.

MIDDLESEX COUNTY, MASS. 1—Yes. 2—20 per cent. 3—Slaughter. 4—Cost to keep. 5—Less. 6—No. 7—\$2.50 to \$3. 8—\$2. 9—Yes. 10—Much. 11—Yes. 12—Losing. 13a—68 cents a can, delivered.

BRISTOL COUNTY, MASS. 1—Yes. 2—20 per cent. 3—Slaughter. 4—Don't pay. 5—Less. 6—No. 7—\$2.25 to \$2.50. 8—About same. 9—Yes. 10—Very little. 11—Yes. 12—Losing. 13a—9 to 10 cents a quart.

FRANKLIN COUNTY, MASS. 1—Yes. 2—10 per cent. 3—Slaughter. 4—Price of feed. 5—Less. 6—No. 7—\$2.50 to \$3. 8—\$1.75 to \$2. 9—Yes. 10—50 per cent. 11—Yes. 12—Losing. 13a—8 cents a quart. b—75 cents pound.

HAMPDEN COUNTY, MASS. 1—Yes. 2—More than usual. 3—Slaughter. 4—Cost to keep. 5—Few more. 6—No. 7—\$2.50 for 8 hours. 8—25 cents per hour. 9—No. 10—None. 11—Yes. 12—Losing.

CALEDONIA COUNTY, VT. 1—Yes. 2—5 per cent. 3—Slaughter. 4—High prices. 5—Same. 6—No. 7—\$2

to \$2.50. 8—\$1.50. 9—Yes. 10—All they can. 11—Yes. 13a—\$2.50 per hundredweight. b—55 cents a pound.

UPPER WINDSOR COUNTY, VT. 1—Yes. 2—10 per cent. 3—Slaughter. 5—More. 6—Yes. 7—\$2. 8—\$1.75. 9—Yes. 10—All they can. 11—Yes. 12—Losing. 13a—7 cents a quart. b—50 cents a pound.

LOWER WINDSOR COUNTY, VT. 1—Yes. 2—10 per cent. 3—Both. 4—High cost, low income. 5—Less. 6—No. 7—\$3. 8—\$2. 9—Yes. 10—Quite a bit. 11—No. 12—Losing. 13a—\$3 per hundred weight. b 67½ cents a pound.

WINDHAM COUNTY, VT. 1—Yes. 2—10 per cent. 3—To dealers. 4—Cost to keep. 5—Same. 6—No. 7—\$2.50. 8—\$1.50. 9—No. 10—Considerable. 11—Yes. 12—Losing. 13a—55 cents a can. b—55 cents a pound.

ADDISON COUNTY, VT. 1—No. 5—Same. 6—No. 9—Yes. 10—25 per cent. 11—Yes. 12—Losing. 13a—6 cents a quart.

WASHINGTON COUNTY, VT. 1—Yes. 3—Both. 5—Same. 6—No. 7—\$1.75 to \$2.50. 8—\$1.50 to \$2.00. 9—Yes. 10—33 per cent. 11—Yes. 12—Losing. 13—1-3 advance.

ORLEANS COUNTY, VT. 1—No. 5—Less. 6—No. 7—\$1.75 to \$2.50. 8—\$1.50. 9—Yes. 10—Some. 11—Yes. 12—About breaking even. 13—More.

CHITTENDEN COUNTY, VT. 1—No. 2—Average. 3—Farmers. 5—Average. 6—No. 7—\$35. a month. 8—\$30 a month. 9—Not now 10—10 to 20 per cent. 11—Mostly. 12—Not much. 13a—\$3 per hundredweight. b—47 cents a pound.

FRANKLIN COUNTY, VT. 1—Yes. 2—Can't tell. 3—Slaughter. 5—Less. 6—No. 7—\$1.50. 8—\$1.25. 9—Yes. 10—More. 11—Yes. 12—Losing. 13a—\$2.17 per hundredweight.

BENNINGTON COUNTY, VT. 1—No. 2—Less than usual. 5—Generally more. 6—No. 7—\$2.25. 8—\$1.75. 9—Yes. 11—With difficulty. 12—Losing. 13a—6 1-2 cents a quart.

HILLSBORO COUNTY, N. H. 1—Yes. 2—20 per cent. 3—Slaughter. 4—Low price milk. 5—More. 6—No. 7—\$2.50 to \$3. 8—\$2. 9—Yes. 10—15 per cent increase. 11—Such as it is. 12—Losing. 13a—50 cents a can.

BELKNAPE COUNTY, N. H. 1—Yes. 2—Over 200. 3—Both. 4—Unprofitable. 5—Less. 6—No. 7—\$2.50 up. 8—\$2. 9—Yes. 10—50 per cent in-

crease. 11—Yes. 12—Losing. 13a—8 cents a quart.

CHESHIRE COUNTY, N. H. 1—Yes. 3—Slaughter. 4—High grain; low milk. 5—Less. 7—\$2.50 to \$3. 8—\$2 to \$2.25. 9—Yes. 10—15 per cent increase. 11—Yes, but high. 12—Losing. 13a—52½ cents per can.

ROCKINGHAM COUNTY, N. H. 1—Yes. 3—Slaughter. 4—Not paying. 5—Same. 6—No. 7—25 per cent over last year. 9—At times. 10—None. 11—Yes. 12—Losing. 13 a.—55 cents a can.

SULLIVAN COUNTY, N. H. 1—Yes. 2—25 per cent. 3—Slaughter. 4—High grain; low milk. 5—Less. 6—No. 7—\$2.50. 8—\$2. 9—Yes. 10—Some. 11—Yes. 12—Losing.

LOWER GRAFTON COUNTY, N. H. 1—Yes. 2—10 per cent. 3—To dealers. 4—Loss to keep. 5—Less. 6—No. 7—\$2.25. 8—20 per cent less. 9—At times. 10—30 per cent increase. 11—Nearly. 12—Losing. 13a—50 cents per can. b—50 cents a pound.

UPPER GRAFTON COUNTY, N. H. 1—No. 2—Few. 5—More. 6—No. 7—\$2.25 to \$2.50. 8—\$1.75 to \$2.00. 9—Yes. 10—40 to 60 per cent increase. 11—Scarce and high. 12—Losing. 13a—60 cents per can.

CARROLL COUNTY, N. H. 1—Yes. 2—Twice usual number. 3—Both. 4—No profit. 5—More. 6—No. 7—\$2.50. 8—\$2. 9—Yes. 10—All consistent. 11—No. 12—Losing. 13a—1½ cents per quart increase.

STRAFFORD COUNTY, N. H. 1—Yes. 2—5 per cent. 3—Slaughter. 4—High grain and beef; cheap milk. 5—Usual. 6—No. 7—\$2. 8—\$1.62. 9—Yes. 10—25 per cent increase. 11—Yes. 12—Losing. 13a—50 cents can, at least.

COOS COUNTY, N. H. 1—No. 2—Usual number. 3—Farmers. 5—Less. 6—No. 7—\$2.25. 8—33 per cent less. 9—No. 10—Some more. 11—Yes. 12—Losing. 13a—6 cents per quart in summer.

WALDO COUNTY, Me. 1—Not yet. 5—Less. 6—No. 7—\$2. 8—\$1.50. 9—Yes. 10—Not much. 11—Corn scarce. 12—Losing. 13a—\$3 per hundredweight. b—48 cents a pound.

KNOX COUNTY, Me. 1—No. 2—1 per cent. 3—Slaughter. 4—No profit. 5—More. 6—No. 8—About same. 9—Yes. 10—All possible. 11—

(Continued on Page 5.)

N E M P A Wins at Springfield

Tait Brothers Yield After Stiff Fight—Splendid Victory for Association in Western Mass.

The New England Milk Producers' Association has won its first fight with a big city contractor. Tait Brothers of Springfield, Mass., refused to pay the price demanded by the executive committee of the Springfield Market Association. The other Springfield dealers yielded at the last minute. The firm of Tait Brothers has a string of creameries in Vermont and New York, where it was getting milk under the New York Dairymen's League prices and was in an especially favorable position to resist the N. E. M. P. A. No large dealer in all New England was better fortified to put up a fight.

Dr. George B. Hyde, one of the association's best organizers, was placed at the disposal of the Springfield Market Association and managed the campaign from an office in Springfield. Practically all the near-by Tait milk was promptly withdrawn and much of it placed with other dealers and in other places at no loss to the producers. Another organizer, Mr. L. H. Ricket, was put on the outlying territory in eastern New York and southern Vermont. He organized what had not previously been reached of the Tait territory in those sections

and pulled off the milk.

Within a few days the Tait firm began to weaken and, after several conferences and learning more of the plans of the N. E. M. P. A. for the future handling of the milk situation in New England, surrendered, while the association, in one of the most complicated and difficult situations possible, demonstrated its power and the wisdom of its form of organization and operation.

One of the chief obstacles to meet in the Springfield fight was the difference in price demanded by Springfield producers and that received by farmers supplying other cities. Springfield prices expired May 1. The producers demanded a half-cent more than the price demanded by other cities in earlier contracts. The Tait's contended that Springfield was entitled to its milk at a price as low as that paid by other cities. There is some justice in that demand.

One of the problems to which the association is addressing itself is a study of prices in different markets and their proper adjustment. It is expected that the July 1 revision will be based upon a more logical relation between New England markets.

DAIRY SITUATION (Continued from page 4.)

No. 12—Losing. 13a—55 cents per can, at least.

OXFORD COUNTY, Me. 1—Yes. 2—10 per cent. 3—Slaughter. 4—Save loss. 5—Same. 6—No. 7—\$2 to \$3. 8—\$1.75 to \$2. 9—Yes. 10—Very much. 11—No. 12—Losing 13a—6½ cents per quart.

PENOBSCOT COUNTY, Me. 1—Yes. 2—10 per cent. 3—Slaughter. 4—Pay debts. 5—More. 6—No. 8—33½ per cent less. 9—Yes. 10—Great. 11—No. 12—Losing. 13a—7 cents per quart.

FRANKLIN COUNTY, ME. 1—Yes. 2—5 per cent. 3—Both. 4—High cost. 5—More. 6—No. 7—\$2. 8—\$1.50. 9—Yes. 10—100 per cent more. 11—Yes. 12—Losing. 13a—8 cents per quart. b—4 per cent.

YORK COUNTY, Me. 1—Yes. 2—30 per cent. 3—Slaughter. 4—Unprofitable. 5—Less. 6—No. 7—\$2. 8—\$1.50. 9—Yes. 10—Not much. 11—No. 12—Losing. 13a—8 cents per quart.

SOMERSET COUNTY, Me. 1—Not many. 5—Same. 6—No. 7—\$2. 8—\$1.50. 9—Yes. 10—All possible. 11—Yes. 12—Losing. 13a—\$2.50 hundredweight.

SAGADAHOC COUNTY, Me. 1—Some. 5—Few. 6—No.

CUMBERLAND COUNTY, Me. 1—Yes. 2—25 per cent. 3—Slaughter. 4—No profit. 5—Less. 6—No. 7—\$2.25. 8—\$1.75. 9—Short and high. 10—50 per cent increase. 11—No. 12—Losing. 13a—6 cents or more, until July 1.

ANDROSCOGGIN COUNTY, Me. 1—Yes. 2—7 per cent. 3—Beef. 4—No profit. 5—Less. 6—No. 7—\$2.25. 8—\$1.75. 9—Yes. 10—10 per cent increase. 11—No. 12—Losing. 13a—7 cents plus.

PISCATAQUIS COUNTY, Me. 1—No. 2—Few. 3—Both. 4—Replacement. 5—Same. 6—No. 7—\$2.50. 8—\$2. 9—Yes. 10—Some. 11—Yes. 12—About breaking even. 13a—\$2.50 per hundredweight or more.

The same question asked of the producers' meeting were sent to all the county agents in New England and those in the following counties sent in answers:

Maine—Sagadahoc and Androscoggin, Hancock, Franklin, Somerset and York.

New Hampshire—Rockingham, Sullivan and Merrimac.

Vermont—Chittenden, Orange and Washington.

Massachusetts—Hampden and Middlesex.

Connecticut—Fairfield and New London.

Point Explained in Turner Centre Advance

Price System Which Enables Company to be Ready for Cost Variations.

Attention has been called to a needed explanation of the Turner Center price tables published in the May issue of the New England Dairyman. The tables show an advance to consumers of 1 cent per quart over the winter price. One might think the producers would get an advance of 1 cent per quart over winter prices. There are several matters relative to price advances that producers should understand. First: An advance to consumers cannot all go to producers. Such advances represent additional costs. The loss of a can of milk means more when milk costs or sells for more. Shrinkage in high priced milk represents a greater cost in distribution, part of which at least comes out of the farmer's milk check. Second: Not all milk bought is resold as whole milk. The distributor who advances city prices gets the advance only on what milk he sells. If he has any left over, it brings him an advanced price only to the extent that the price of the by-products into which his surplus goes had advanced. Third: It is the custom of most large dealers to pay lower prices than possibly the market warrants in the flush season. This represents a profit to the dealers. Later, when milk is short, the price is advanced to producers so that the dealer actually loses money in some cases. The purpose is to discourage overproduction at times and to encourage production when milk is most needed. Hood claims to have lost \$100,000 last winter and Whiting to have lost almost as much.

It is stated that Turner Center has in the past retained money from

spring sales to apply on fall prices. If nature and the producers would even up production there would be no need of this system. It is objectionable under Turner Center methods of sharing the selling price with the farmers because it puts money earned by spring producers into the hands of fall producers who may not have earned it in the spring. But Turner Center justifies it on the ground of necessity and that the practice has been to declare dividends to those who made spring or summer milk, from any fund retained to draw out fall and winter milk when the money was not so used.

The advance Turner Center guarantees its producers is an advance over the corresponding months of last year, averaging for the summer six months at least 1¼c. per quart. The advance may and probably will vary somewhat from month to month. Mr. Bradford has expressed confidence that he can do better than 1¼ cents advance, under present selling prices. It depends on how much of the milk Turner Center buys and can resell at the higher price and how much more than last year it can get for what is not resold as milk but made into butter and other by-products.

Opinions vary as to what part of an increase in selling price can be paid to producers. Most dealers claim approximately a "fifty-fifty" split. Mr. Bradford has stated that under his system more than that should go to the producers, giving 75 per cent as a rough estimate.

This explanation is due the dealers to correct unfair criticism of a raise in price to consumers without an equal raise to farmers.

Rhode Island—Providence and Bristol and Washington and Kent.

A summary of the answers given shows:

No. 1, yes, 12; No. 2; not many, 1; poor ones, 1; not yet, 1.

No. 2.—Percentages given vary from 1 to 50, averaging 17. One says, "many;" one, "few."

No. 3.—Ten say "slaughter;" five do not answer; one says, "to farmers."

No. 4.—Eight say, "unprofitable;" five say, "cost of grain;" one, "not producers."

No. 5.—Nine report less, two say more; four, "the same."

No. 6.—Every agent says, "No."

Nos. 7 and 8.—Show increase in wages of farm labor of 20 per cent plus extra cost of keep.

No. 9.—Every agent reports a short-

age of grain, except one who says, "has been."

No. 10.—Five say, "Considerable;" seven, "some;" one, "tremendous;" one, "not much;" one, "all can;" one, "more," and one "33 per cent."

No. 11.—Eleven say, "yes;" one, "no;" one, "scarcely;" and one, "not some kinds."

No. 12.—Eleven say, "losing;" one, "breaking even;" one does not answer; two put in question marks, one "depends on cows," and one "good ones making."

No. 13.—The average price taken from twelve answers is 7 1-3 cents per quart at country Stations.

The public is prepared for an increase in the price of milk July 1. The producer should be prepared to prove the people are getting their money's worth.

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in Behalf of and for the Benefit of the
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GET READY.

The price of milk should, can and must go up. Farmers ought not to, and will not, work night and day to increase the food supply of New England at a loss, unless their fellow-citizens share the burden. The country looks to the farmers to save it from disaster.

Farmers hold in their hands the fate of the nation. New England farmers hold in their hands the fate of New England.]

Without their help, people must suffer, or even die. The farmer who, under such circumstances, fails to do his utmost is a traitor to his country and his state. But it is not his duty to sacrifice his capital, his strength and his family's welfare in order to furnish food for his city cousin at a price less than that man can afford to pay, less than he willingly does pay for less valuable commodities and less than he is willing to pay when he knows the situation.

Farmers are asked by public safety committees to increase to the limit their crop acreage, to buy seed and fertilizer of inferior quality at record-breaking prices, to hire labor at exorbitant rates, often on borrowed money, which the banks are putting men on the road to place. The farmers are responding to this appeal, they are increasing their acreage at greatly increased cost and at greatly increased risk. They are doing their duty as they should.

But when they are asked to add to all this the sale of their products for less than cost, they are justified in refusing unless the other fellow makes a like sacrifice.

Are the merchants or the manufacturers or the bankers selling for less than cost?

No! Even now Congress is forced to pass laws to limit their profits. These people, absolutely dependant on the farmers, ask us to work night and Sundays, run greater risks and throw ourselves into debt as a patriotic duty. They can depend on the farmer. He will do his part. But he demands that the other fellow do his. That part is to pay the farmer,

not what milk is worth as a food compared with trust controlled food products, but what it costs the farmer to make, plus a reasonable profit on the operation. We do not demand exorbitant profits, not what dealers demand on what we have to buy, but a profit only big enough to enable us to stay in the business and continue to furnish food to these people who ask us to increase the supply.

How shall we get it?

By organizing, stating our requirements and standing together for common justice. No more and no less.

Get ready Mr. Producer!

If the market wants milk let it pay for raising it. Be ready to back up the just and righteous demands of the N. E. M. P. A. for a price on July 1. Get ready to act as one man for a square deal to producer, consumer and the country to which we all owe allegiance nad duty.

PER CENTAGE DUES.

From now on new members—and after July 1 old members—will be asked to support the N. E. M. P. A. on a per centage basis. This basis corresponds to that of the Dairymen's League of New York and that of other successful movements of like character. It is the only fair, sensible, business-like arrangement. It saves delay, uncertainty and expense. It will give the organization the money necessary to continue its work efficiently. The part of the dues paid on the old basis which covered the last six months of 1917 will be repaid to the members who paid it, out of the receipts under the new plan. From then on all will be on the same system. The income will be used to pay running expenses, to advertise and build up a demand for dairy products at a fair price and to build up a reasonable fund for possible emergencies. More than that should not be taken from the producers. The Association must be managed economically and every cent accounted for. In this critical time we ought to have money to advertise throughout New England the cost of making milk and its value as a food. What we can get depends on what the public pays. If the public takes less, we sell that much less at any price. It may mean a surplus at butter or cheese prices. We must, like good business men, back up our campaign for price by proper publicity to keep up demands. The association needs only a small sum from each man, which, collected by installments on an equitable basis, will not be missed and will repay itself a thousandfold.

Farmers, be ready to go on the per centage basis from now on.

APPRECIATE THE ADVERTISERS.

The advertisers who take advantage of an opportunity to reach the milk producers of New England by using the columns of The New England Dairyman are helping along a good cause and deserve the practical appreciation of members of the association. It is not doubted that every advertiser in the publication is a reliable dealer or manufacturer and evidence to the contrary, if there is

any, would be appreciated, by officials of the organization. Without that information, we feel warranted in saying a good word for those who help us, and urge our readers to go as far, at least, as to learn what the advertisers have to say about the goods they offer for sale. It is not expected that advertising in The New England Dairyman alone will sell goods; that must be done by the merit of the articles offered and the standing of the men who put the goods on the market. We feel, however, it is only fair that those who are taking an active interest in the affairs of the association and showing their good will and readiness to help the farmers' cause along should have a chance to demonstrate the quality of their goods. If our members find the goods are not up to a satisfactory standard no one expects them to buy. Give the advertisers a fair chance—that is enough.

AN OLD-TIME FARMER'S HINT

There is food for thought in the following quotation from an official of one of the Massachusetts locals, an old-time farmer:

"The amount of help on the farms locally of late years is considerably less than formerly, and is much less reliable and less satisfactory. The eight-hour day for moth suppression men and those who work on roads improved by assistance from the state has created discontent among help on the farms, while a ten-hour day on state, county and

other work would greatly improve conditions by the increase of better contented farm help. More cows would be kept, larger crops raised, the farms improved and better social conditions would result.

"Furthermore, if the eight-hour laborers and mechanics should work nine hours, one man in nine could then be released for work on the farms, or, on a ten-hour basis, two men in ten could be released. Under existing conditions more labor is needed. Why would it not be patriotic for each laborer to perform more work and thus help to relieve the critical situation, the food supply shortage and, maybe, aid in preventing abnormal prices?

"I can remember when there was 50 per cent, and perhaps 60 of 70 per cent, more manual labor on our farms than at present."

NOTICE TO LOCAL SECRETARIES

The Accounting Department of the New England Milk Producers' Association is kicking. It wants you to send with every lot of membership cards forwarded to this office a report showing the name of your local, so that the membership may have proper entry on the books.

At first thought, this may seem unnecessary, but, as a matter of fact, it is likely to save a lot of time and expense in straightening out those monthly reports which do not appear to be correct.

All earnest and conscientious officials will take due notice hereof and govern themselves accordingly.

Mister Dairyman:

Start Saving To-day

If you send us the price of a pair of fowl, each week, to add to your savings, it will serve as the nucleus for a big account. Money goes on interest the first day of each month.

We solicit Dairymen's accounts, and offer every facility and convenience for the transaction of bank business.

The best service for Firm, Corporation, Trustee, Deeds of Trust, Transfer Agent and Registrar accounts.

Do not hesitate to ask us for any and all banking information.

Come in and see us when in Boston.

OPEN AN ACCOUNT

THE LIBERTY TRUST CO.

Court and Washington Streets, Boston, Mass.

(Opposite Old State House)

Producers Won All Along the Line

Measures Favorably Acted on in Massachusetts Legislature —Association Incorporated.

In the report of the New England Dairyman on Massachusetts legislation last month it was told how Representative Warren E. Tarbell of East Brookfield, leader of the farmers' forces in the Massachusetts Legislature, delivered to a unanimously hostile judiciary committee of the house the worst licking that any house committee has received in many years, when he forced the substitution of the bill to permit our Association to incorporate.

This bill on April 18 reached the Senate, where another true friend of the farmer, Senator Hobson of Palmer, took it in charge. Senator Cavanaugh of Everett led the fight against the farmers, but was overwhelmingly beaten by Senator Hobson. Governor McCall signed the law on May 4 and presented the pen to counsel for the association, Hon. Roger Sherman Hoar.

The law in its final form reads as follows:

Section 1. Agricultural or horticultural organizations, instituted for the purposes of mutual help, may incorporate in the manner provided in chapter 431 of the acts of the year 1903 and amendments thereof, and shall be subject to the provisions of said chapter and amendments thereof provided, however, that if such a corporation is formed for the purpose of doing business at cost for the benefit of its members, it shall not be required to have a capital stock.

Section 2. This act shall take effect upon its passage. [Approved May 4, 1917.]

Under its provisions the executive committee of the association took steps to incorporate on May 23.

The anti-trust law has also been successfully handled from the farmers' point of view. The senate had stricken out the farmers' exemption, with the idea that the farmers in the house would stupidly kill the bill. But again it was demonstrated that the Yankee horse-sense of the New England farmer is a match for the brightest lawyers on Beacon Hill. The farmers and consumers refused to divide over this bill, but maintained their alliance and insisted on a committee on conference between the two branches. To this committee were appointed five lawyers and one farmer, Representative Tarbell. Tarbell again proved to be a match for the lawyers, and the committee reported the bill with the farmers' exemption reinserted. As a sop to the senate, the bill was made a war-measure, so as to get around the constitutional objection which had given

the senate its excuse to strike out the farmers' exemption.

This report was accepted and the bill enacted in both branches, with scarcely any opposition.

It is unfortunate that there were no roll-calls on either of these measures, so that the farmers might know their friends and their foes.

Three milk bills have become laws. The milk standard bill (chapter 189) removes the discrepancies between the Massachusetts fats and solids standards, as suggested and urged by this association. It is a step in the right direction.

The grading bill (Chapter 256) and the bill relative to pasturization (Chapter 259) were neither favored nor opposed by the New England Milk Producers' Association, for the former is optional and the latter concerns dealers more than it does producers. These laws follow, with the exemption of Chapter 259, which is not yet in print:

CHAPTER 189.

Section 56 of chapter 56 of the Revised Laws, as amended by chapter 643 of the acts of the year 1908, is hereby further amended by striking out the words "and fifteen hundredths", in the fourth line, so as to read as follows:—Section 56. In prosecutions under the provisions of sections 51 to 64, inclusive, milk which, upon analysis, is shown to contain less than 12 per cent of milk solids or less than 3.35 per cent of fat, shall not be considered of good standard quality. [Approved April 16, 1917.]

CHAPTER 256.

Section 1. A grade of milk to be known as "Grade A, Massachusetts Milk," is hereby established.

The said grade shall consist exclusively of milk produced within this commonwealth from healthy cows under cleanly and sanitary conditions, and shall be so cooled and cared for that in its raw state the bacteria count shall not average more than 100,000 per cubic centimeter, upon examination of five samples taken consecutively, each from a different lot of milk, on five separate days.

Section 2. "Grade A, Massachusetts Milk" shall, when sold, kept or offered for sale or exchange, be designated and marked with a label, cap or tag, in plain, legible, bold-faced type, in the words following: "Grade A, Massachusetts Milk." The percentage of milk fat may also be stated upon said label, cap or tag, but in no case shall the amount of fat be less than the Massachusetts legal standard.



This is for you, girls!

It's the most wonderful separator I ever saw. It skims just as clean when you turn it slow as when you turn it fast.

"That's fine, father. You told me last week about the loss of cream in our old separator when I turned it too slow. You timed me and pretty nearly scolded me when you found I was turning 37 revolutions instead of 50. But with this new separator I suppose it doesn't make any difference if I am tired sometimes and turn it slow. It's a

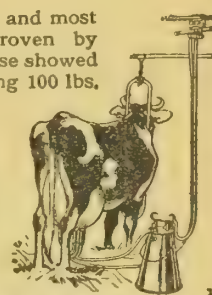
SHARPLES
Famous Suction-Feed
Skims clean at any Speed
SEPARATOR

"Mary is a smart girl, mother—she guessed it. We all helped to test it and it skimmed to a trace when turned as slow as 36 and equally clean when turned as fast as 55 turns. It simply skimmed faster when you turned it faster. And the cream remained 35% thruout the varying speeds. Take it all through, it has any other separator I ever tried beat a mile."

Write for catalog to Department 57

SHARPLES MILKER The world's fastest and most efficient milker—proven by Government tests recently conducted on 108 farms. These showed that the Sharples averaged 80 minutes per unit in milking 100 lbs. of milk—17.1 minutes faster than the next best milker. One man can easily operate four units.

Hundreds of Sharples Milker users have written us that their milk yields have been increased, owing to Sharples fast milking. Used on over 300,000 cows daily. Write today for milker catalog.



The Sharples Separator Co., West Chester, Pa.

Branches: Chicago San Francisco Toronto

Section 3. The board of health of any city or town, upon application of any person, firm, association or corporation, desiring to sell or exchange milk therein as "Grade A, Massachusetts Milk," shall cause the milk produced or to be sold or exchanged by such applicant to be tested for classification as prescribed by section two of this act, and if upon such examination and test the milk so produced or to be sold or exchanged by the applicant is found to comply with the aforesaid requirements of classification of "Grade A, Massachusetts Milk", the board of health shall issue without charge to the applicant a written permit to keep for sale, exchange or delivery, or to sell, exchange or deliver in such city or town, milk graded, classified, designated and labelled, as hereinbefore provided, as "Grade A, Massachusetts Milk."

Any permit so issued may, at any time, be revoked upon written notice to the holder thereof, by the board of health issuing the same, if milk offered by the holder for sale or exchange as so graded or classified shall not comply with the aforesaid requirements.

Section 4. If any grade or classification of milk other than "Grade A, Massachusetts Milk" is established permits for the sale of such milk shall be granted and may be revoked in accordance with the provisions of this act in respect to "Grade A, Massachusetts Milk", but such permits shall not be granted until the milk to be sold thereunder has been tested in such manner as the board of health, to whom application for the permit is made, shall determine. Milk sold or kept or offered for sale or exchange under such a permit shall be marked

(Continued on page 8.)

Mr. Farmer, Watch Out for Fires

Mr. Farmer, what are you doing to protect your neighbor and yourself from fires along the railroad? The nation is at war and in a short time it is going to be a problem to get men to fight fire and to do the cleaning up necessary to prevent fires. Are you ready to "do your bit?"

There are many places along the railroad where land is used for grass and pasture. In the spring the long, dry grass lies thick, matted, and invites the wandering locomotive spark to drop into it. If this happens on a windy day, or on a day when no one is around, a fire will start and spread quickly. It may be, Mr. Farmer, that there is nothing of your of any value in the path of the flames. If so, you're lucky. But, just because you are, can you so far disregard your duty to your neighbor as to do nothing to protect him? If that fire gets into his woodland, into his orchard, into his barns or dwelling, is not some of the responsibility on your shoulders?

The railroads do everything possible to keep their location cleaned and burned. When they can get permission they enter adjacent property and clean a strip, say, 100 feet wide and burn inflammable material.

Grass and forest fires cause enormous loss each year. Loss means waste and waste means something that is gone forever. Invariably loss and waste are matters that a little judgment and activity can forestall and prevent. Why not be active and use judgment? It doesn't require much effort to be alert and do your

part in preventing loss. Just now waste is something the nation cannot stand. We have had waste in non-warring years and have stood it—from now on waste is treason to men and things. Grass and forest fires are things that waste and deplete our natural resources, and our natural resources must be conserved.

War is here and war is exacting in all things, most of all resources. Resources must be conserved and made to yield. Cultivate in an intensive way your land along the railroad's right of way. Make it a source of production, rather than a source of loss. Raise food on it for man or beast—at any rate raise food.

The other alternative, so far as fire prevention is concerned, is to burn a strip 100 to 150 feet wide along the railroad fence. Isn't it wise to prevent fires and fair for you to do your bit? If this is done in the fall there will be no mass of matted grass in the spring, into which a spark can fall and destroy those things which our country needs now more than ever.

The problem of securing enough wood for use in this country is one that becomes more difficult of solution each year. A stripped woodlot indicates that the owner has cashed on his investment. There is a "slash law" which specifies that brush and slash shall be moved back a certain distance from the highway and the railroad. This is for your protection as well as that of the entire community. Can you afford to risk wasting any part of this country's precious stores by neglecting to take this very reasonable precaution?

of a grade established hereunder without having a permit so to do shall be subject to the penalty hereinafter provided.

Section 6. Whoever, himself or by his agent, or as the servant or agent of another, sells, exposes for sale, or has in his custody or possession with intent to sell, milk labelled as to its fat content which upon analyses of three samples taken consecutively, each from a different lot of milk, on three separate days, is found to contain less milk fat than that stated upon the label, cap or tag, and whoever sells, exposes for sale or exchange, or delivers, milk not wholly produced in Massachusetts in containers bearing upon a label, cap, tag, or otherwise, the words "Grade A, Massachusetts Milk," or other words indicating that such milk was produced in Massachusetts; and whoever in any manner represents that milk not wholly produced in Massachusetts, or is of a grade designated as "Grade A, Massachusetts Milk," shall, for a first offence, be punished by a fine of not more than \$50; for a second offence by a fine of not less than \$50 nor more than \$100, and for a subsequent offence by a fine of not less than \$100 nor more than \$200. [Approved May 14, 1917.]

PRODUCERS WON.

(Continued from page 4.)

with a label, cap or tag in plain, legible, bold-faced type, expressing the name of the grade as it is determined by the board granting the permit.

Section 5. Whoever, himself or by his agent, or as the servant or agent of another, sells, exposes for sale or has in his custody or possession with intent to sell milk purporting to be

FOR SALE

AT MODERATE PRICES

One two year old bull whose sires and dams in his direct ancestry have produced ninety 30lb daughters. Also a bull calf, four months old, whose ancestors produced the 50lb cow and fifty other 30lb daughters.

Address

CHARLES S. AVERILL
The Bancroft Worcester, Mass.

MERIT WILL TELL

The undersigned agree to refund the money on one 25-cent box of Lady Foot's Ointment if it fails to cure Eczema, Salt Rheum, any Skin Diseases, Chapped Hands or Lips, Wounds, Burns, Pimples, Open Sores, Chafing, Itching or Bleeding Piles. The James W. Foster Company, Manufacturers and Proprietors, Bath, N. H.

15 Cent Milk

The Boston newspapers report the probability of milk retailing in Boston July 1 and thereafter for fifteen cents a quart. Surely this means that it is going to be profitable to produce milk, especially as there appears to be a probability that there will be a shortage of milk. As compared with other foods milk is cheap at fifteen cents a quart and the public is being educated to believe this. The demand will not fall off.

Now is the time to prepare to keep more cows. Plant your crops accordingly.

INSTALL

BURRELL (B-L-K) MILKERS

and eliminate the drudgery of milking and the worry of being short of hand milkers. Keep your men and horses in the field doing a full day's work.

The Burrell milkers have been the standard by which others are judged for the last ten years. Eventually you will use the Burrell (B-L-K) milkers. Why not now?

They insure

**CLEAN MILK
MAXIMUM YIELDS
INCREASED PROFITS**

Send for booklet, give us the number of cows to be milked and whether you prefer an electric motor or gasoline engine, and we will send you our estimate of their cost in your barn.



P. R. Ziegler Co.

7 Merchants Row

BOSTON, MASS.

Milk Scales



Three Dairy Necessities

The milk scale is a farm necessity and will give you greater returns for its cost than any other item of dairy equipment. Weighing the milk night and morning enables you to keep a record of each cow, to note when there is a falling off in the average of supply, and determine if you are feeding her enough, or the right kind of feed. A guide to better feeding and more production. You get the facts for keeping a perfect milk score, and will know the cow that fails to pay for her board.

It has a loose pointer, so set screw can be adjusted to take care of the weight of the pail, and exact weight of the milk read directly from the dial. Furnished in decimal division, or to weigh by ounces; we recommend the former as it makes the adding much easier.

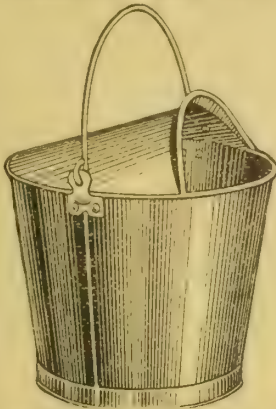
30 lb. scale, either 1/20 or 1 oz. \$3.25
60 lb. scale, either 1/10 or 2 oz. \$4.00

This is strictly a sanitary type of milk pail. When properly held the shape of the permanent cover prevents dirt and dust from getting into milk, and does away with straining. Lipped over cover provides an absolutely clean pouring device. All seams flushed with solder and all parts easily accessible for cleaning. Use of this pail is recommended by health authorities and dairy inspectors.

Our heavy grade is made of XXXX tin plate—unsurpassed for quality. Also supplied in lighter material.

	In Doz.	Single	Lots
Heavy type, either 12 or 14-qt.		\$2.50	\$2.35
Light type, 12-qt. only		\$1.50	\$1.25

Amherst Milk Pail



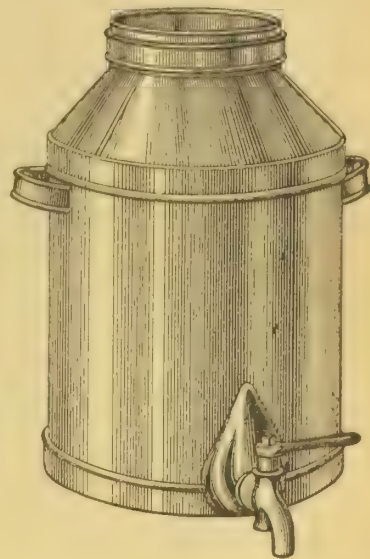
Our small mixing tanks are made especially for the farmer's use; they permit him to produce a uniform quality of milk. They are made from the best quality of XXXX tin plate, with pitch bottom, and steel hoop at top and bottom. The strainer cloth is held in position by a removable hoop around the neck of the tank. Fitted with a 1-inch detachable, sanitary plug faucet.

Prices, Complete with Faucet.

Capacity	Diam.	Height	Price
6-can capacity, 14 gals.,	14 1/4"	23"	\$10.00
8-can capacity, 18 gals.,	15"	24 3/4"	11.00
10-can capacity, 22 gals.,	17"	26 3/4"	12.00
12-can capacity, 26 gals.,	19"	28 3/4"	13.00
For tank without faucet deduct \$2.50 from above prices.			
Extra 1-inch faucets			\$3.50

Mixing Tank

(Small Size)



HENRY E. WRIGHT & SONS, Inc.

Manufacturers Dairy, Creamery and Farm Equipment

12 SOUTH MARKET STREET, BOSTON, MASS.

Mr. C. S. Averill's Wise Suggestions

Mr. C. S. Averill of Worcester, managing director of the Hotel Bancroft, a well known dairyman in New York, has submitted to the Worcester Rotary club some interesting and valuable suggestions on conserving the food supply of the nation. He writes to the secretary as follows:

I am submitting to you a few suggestions which may be of help to your committee in drafting remedies to be used in the curtailment of the methods employed by speculators in food and coal products.

1—The flour and grain situation might be relieved by an act of Congress prohibiting any sales on margins or making it a misdemeanor and impose a fine of \$1,000 or more upon any newspaper which publishes any so-called reports upon the crops and supply on hand, without being authorized by the United States Department of Agriculture. Congress also should provide that the Depart-

ment of Agriculture be obliged to make a report under oath, on the first day of every month during the coming year, as to about the amount of grain and flour in storage or otherwise in our country at the end of each month.

2—Upon the coal question. Coal mining companies in the United States should be obliged to sell their coal direct to the consumers only, or their true representative dealers in their respective localities throughout the United States; otherwise officials of the mining companies be subject to imprisonment.

3—Sugar. One remedy that might help control the sugar market is that Congress remove all duties on sugar for six months or more, when sugar reaches prices above the wholesale prices at which it was sold before August, 1914, and at any time when the prices soar above the market the duties upon all sugars be

taken off for a period of six months or more as may be necessary to control unreasonable speculation, unless it can be absolutely proved that there is a shortage in the crops of sugar cane or beets.

4—Railroad embargoes. One remedy that will control railroad embargoes is to have Congress give the Interstate Commerce Commission power to instruct all railroads through the United States to place a demurrage charge of \$100 per day upon all loaded freight cars being found in their yards after a period of seven days, and all railroads be obliged to divert at least 50 per cent. of their power from the passenger traffic service, if necessary, to deliver the empty freight cars back to their source of supply.

5—The remedy for the encouragement of an adequate milk supply at an adequate price is for Congress to pass an act that will prohibit the by-products of any and all full grains, as purchased from farmers by

glucose factories, distillers, maltsters, brewers and cereal manufacturers, being sold at above 50 per cent. of the original amount paid for the said full grains, f. o. b., at their factories, which will allow all the above factories a very handsome profit on these by-products, which they were originally glad to sell at 25 per cent. of the original cost of the full grains. This will furnish all grains that are so material and necessary for every dairy farmer in the United States to use in order to make milk at a minimum price.

A GUERNSEY BULL

used in a grade herd in Ohio sired daughters that produced 50% more milk and 70% more butter fat at 2 year olds than did their dams when mature.

GUERNSEY MILK contains 5% Butter Fat

Write for our beautiful free booklets about Guernseys

THE AMERICAN GUERNSEY CATTLE CLUB
BOX M.P. PETERBORO, N. H.



Wise Bees Save Money—Wise Folks Save Money

Interest
Begins
July 10



Interest
Begins
July 10

The Dollar You Save is the Dollar That Counts and Multiplies

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK
Incorporated 1869

75 Tremont Street, Boston, Mass.

GOOD to the last FORKFUL

Silage that is perfectly preserved; good from center to outer circumference and from top to bottom; good in winter or summer, down to the last forkful—that's what you get with

UNADILLA SILOS

They have a door opening that is continuous and unobstructed. Light, non-warpage doors fasten at any point and open at ensilage level to save back-breaking pitching labor. Adjustable door frame insures permanent airtightness. Door fasteners form staunch ladder from which all hoops are tightened. Cypress roofs fitted with folding doors and metal ventilator. Steel cable anchors hold silo immovable. Write for catalog, early order discount and agency offers.



UNADILLA
SILO CO.
Box X
Unadilla, N.Y.



"TWO OF THE FOUR SOLD"

Two of the four bulls advertised in the last issue of The New England Dairyman have been sold. The two that are left are fine individuals—are sons of a sire whose dam and sire's dam have averaged yearly production of over 22,500 pounds of milk and 900 pounds of butter, and they come from some of the best and largest producing heifers in our herd.

They are offered at the extremely low price of \$150 each, because of an earnest desire to give the New England dairymen an opportunity to secure pure bred sires.

If you are interested and want to have one reserved for you write or wire us immediately.

FRED F. FIELD HOLSTEIN CO.

"DUTCHLAND FARMS"

"The Home of Producing Dams"

MONTELLO STATION

BROCKTON, MASS.



Use of Milk Scales Important Factor

Producers Can Easily Select the Profitable Machines by Correct Records Regularly Kept.

It is generally held that, if the farmer, producing milk, would get the idea that a cow is just a milking machine, and treat her accordingly, he would produce milk in greater quantity and of better quality.

If he were going to produce sausage for market, he would run the machine to capacity, before considering the purchase of another machine. Meat and other material used for filling would be weighed carefully. The finished product would also be weighed carefully before it was taken to market. If this care and regard for detail is employed in sausage making, why not in milk making?

The first step toward making full capacity milking machines (cows) is a good pair of milk scales, a pair

that will give the net weight of milk in pounds and tenths of pounds, so that at the end of each month one can easily get at the exact amount of milk produced.

If producers will weigh each cow's milk at every milking, these scales will tell more about the cows than they have any idea of. They will give the farmer, and those around him, a new interest in his cows. They will give his wife a chance to see what the cows are doing to earn their keep, and her suggestion, many times, is the difference between success and failure.

Milk scales, used on a farm at every milking, will pay bigger returns than any other implement. Now let's see what they will do.

First, it may be stated that 2.15 pounds of milk make one quart. A producer will at once begin to make comparisons between one cow and another, and this comparison is made at each milking, or twice a day, as the weight is put down on the score card.

The farmer then begins to think about a little more feed for this one and that one, and so on, until he really finds the producing capacity of each cow. By this time, perhaps, he is looking more carefully into what he feeds, and maybe he is feeding by weight. Then he begins to consider selling this or that cow because she is not paying. Maybe the milk check is growing larger so he can notice it.

The milk score shows just when he began to weigh milk; when he bought or sold a cow; when a cow calved and when she went dry; when the cows went out to pasture; when they were sick or when they died; when they were bred. The scales will immediately show when a cow begins to be sick—for her milk will fall off while all the rest of the herd is holding its own.

The milk scales enable the farmer to show a prospective customer just what a cow has done, and he can sell her honestly; on her merits and thereby maintain a good reputation.

The milk score is an accurate record for every happening in connection with a herd—even the weather.

The milk scales, like a watch dog, protects the herd and protects the farmer.

**If the Cow had her say
it would be "a
HARDER SILO"**



**Better Food
Sweeter Silage**

**EVERY DAIRY FARMER
NEEDS THIS
FREE BOOK**

**It tells all
about Silos
and Silage
WRITE FOR
IT TO-DAY**

**HARDER MFG. CO.
Box 31 Cobleskill, N.Y.**

**You Stand
to Win**

You can't lose, if you take up this proposition: We claim that every horse owner who tries MORRISON'S OLD ENGLISH LINIMENT

for external troubles—such as hard, dry, pinched, sore or contracted hoofs, corns, quarter-cracks, thrush and mud fever, for all cuts, open sores, shoe boils, lame muscles, contracted cords, sprains, inflammation and rheumatism, will find it the most effective and satisfactory of anything he has ever used. If not, we will return every cent of your money.

It should always be in your medicine chest. Sold by all dealers. Price, half pints 50c—full pints \$1.00, or sent direct by us, prepaid, on receipt of price.

**Our Valuable
HORSE
BOOK
FREE**
On Request

**THE JAMES W. FOSTER CO., BATH, N. H.
Manufacturers**

Green Mountain Silos Better Than Ever

INNER TOP HOOPS AND GUY SYSTEM.

The Inner Top Hoop makes it impossible for staves to blow in at the top, and gives the anchorage system a solid hold on ALL the staves.

Eight galvanized cables hold the silo from leaning, twisting, or blowing over.

Ladders placed where they should be, at sides of doors.

INSURANCE: We are so sure that the guy system will prevent accidents that we insure you.

Creosoted Staves will outlast others by many years.

The strongest hooping system ever used on silos.

Green Mountain door frames (patented) keep your silage good.

A Green Mountain Silo will save enough hay and grain at present prices to pay for itself every year.

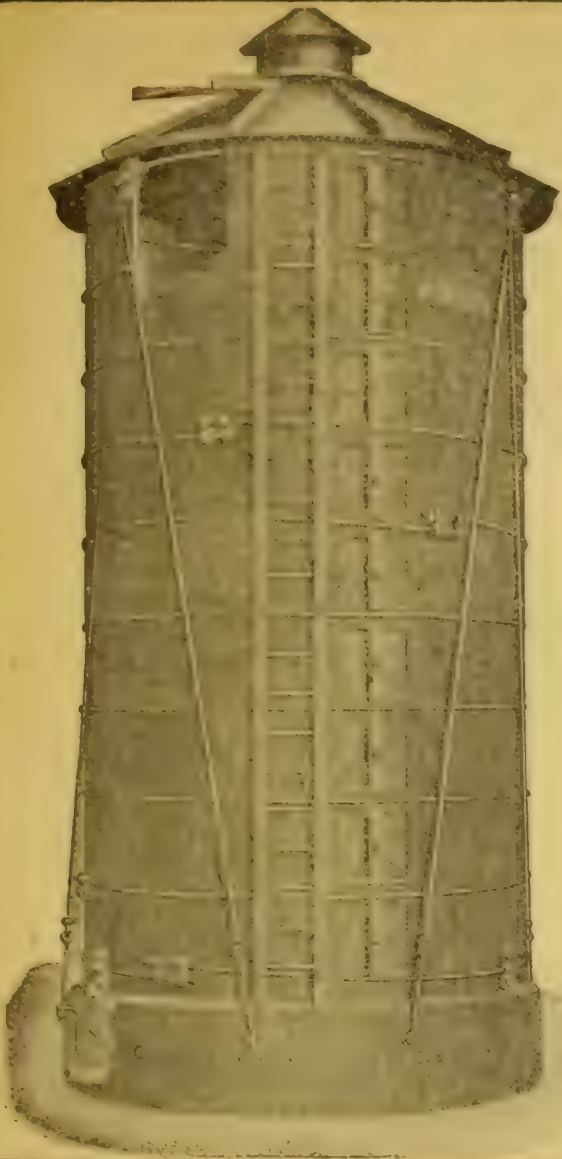
Wise farmers will order early this year. For freights are uncertain, and prices are still low compared with what the farmer has to sell, but are bound to go higher.

We are told that hoops will cost twice as much next year—if they can be had at all—owing to government requirements.

At present we can ship promptly wherever embargoes are not in effect, and as embargoes are lifted from time to time we can surely get your silo to you if ordered SOON.

The Creamery Package Mfg. Company

364 WEST ST., RUTLAND, VT.



Kind Words from Appreciative Friends

Kind words constantly come to the New England Milk Producers' Association, not only in regard to the aims of the organization, but for its accomplishments as well, and also for The New England Dairyman. Here are some of the kindly expressions.

From Gov. Henry W. Keyes of New Hampshire—I wish to assure you of my entire sympathy with the good work you are doing in the matter of protecting the interests of the milk producers. Please call upon me freely for any service I can render to the cause, either as a private citizen or a state official.

From Fryeburg, Me.—I am surprised at the work you are able to do in the association and have been especially gratified by the recent meetings and the steps that have been taken in them. I only hope that it may continue until you accomplish all you have undertaken. If you can keep the gait you have set for the first year, you are bound to win the greatest fight for the welfare of the farmers of the present generation.

From Burlington Vt.—I wish to congratulate you upon the accomplishment of so much good by your association and I hope the good work will continue, I think your policy is wise of going slowly and making sure of your ground.

From Madison, Me.—I think the

New England Dairyman will be quite a help, as it will give the people a better idea of what the N. E. M. P. A. stands for.

From East Putney, Vt.—I think the New England Dairyman is very good and will help to advertise the N. E. M. P. A.

From, Wayville, N. Y.—Our people all seem to speak very favorably about The New England Dairyman and satisfaction seems to be the feeling about what the N. E. M. P. A. has done thus far.

From Bristol, Vt.—I find some very good ideas in The New England Dairyman and think it will be a big help to the association.

From Northfield, Vt.—We all like The New England Dairyman and believe it will help in no small way to make the N. E. M. P. A. a grand success in every way.

From Bradford, N. H.—We think The New England Dairyman all right.

From Pike, N. H.—Milk registers came. Prices O. K. Many thanks for good work.

From Woodstock, Conn.—Those of us who joined the N. E. M. P. A. could not be better paid. We certainly get our money's worth by holding together.

Send in your Subscription for The New England Dairyman.

GUARANTEEING PRICES.

Over in New England a number of farmers are working a business-like plan for making sure of a guaranteed price. They make a contract with some manufacturer to raise potatoes for the operatives and deliver next fall at \$1.50 a bushel. A number of such contracts have been made—both sides being satisfied. The farmer takes a risk on this with seed at \$10 or more per barrel, and a season which promises anything—good or bad. It is a fair risk, however, and knowing what he is to expect the farmer may go ahead with his plans in full confidence. This is the way to increase production and provide a full supply of food. The farmer must have some fair guarantee of price, either in a direct contract like those here mentioned or a government guarantee of a certain minimum price. Why is this not fair? Every other interest in the country insists upon knowing in advance what the minimum price will be for its products. Why should the most important industry of all be the only one left out of this plan?—Rural New Yorker.

In a recent address before the American Public Health Association, Prof. James W. Glover, of the University of Michigan, stated; The excess of city over rural mortality is so great that the attention of health officials should be given to this subject without delay to determine its cause and to what extent it is practicable to reduce city mortality to the minimum actually existing in the

country. To give an idea of the difference, the tables show that out of 100,000 rural male births 58,117 survive to the age of sixty, while among the same number of city births only 43,454 survive to this age. In other words, 14,663 more men out of the same number of births—100,000—would attain the age of sixty in the country than in the city on the basis of existing mortality rates. These figures are so astounding that they deserve the utmost prominence. Similar differences exist in England and Germany, as shown by recent life tables.



DAIRYMEN!

Is that great half of your herd, the sire, a half that will show thousands of dollars of profit? Or is he "just a bull"? Run no risks. Invest where you know the breed pays and where the registry stands for purity of type and special, concentrated purpose.

Buy a Jersey Bull

Introduce the blood that proves out in steady, persistent milk flow, in animals that mature early, live long, live anywhere, eat most anything and produce most economically, the richest of milk.

Read the ads of Jersey breeders in this paper—write them for prices. Send for our free book "Story of the Jersey", and plan now to build a herd you'll be proud of.

The American Jersey Cattle Club
414 West 23rd Street - New York City.

What Does Milk Cost YOU?

Producers are Requested to Send In the May Blanks Promptly on June 1, in order that Records May be Complete.

How much does a quart of milk cost?
Instantly a consumer in a big city replies: "Eleven cents a quart."
What does milk cost the producer per quart?
Not many dairymen know. Some

have kept books and can accurately state the actual cost; more have not the slightest idea.
Among those who keep books there is a wide variance. It is next to impossible from individual data to arrive at a definite figure which will

answer in all cases.
The officials of the New England Milk Producers' Association want to know what it costs YOU.
Therefore, will each member of the New England Milk Producers' Association keep a record for June

and fill out the following blank and forward it to the association, No. 26 Broad Street, Boston. It will help each and all.
These blanks will be called for July 1. Farmers are complaining that the price of milk does not cover the cost. Well, what is the cost?
What must you get to cover your cost?
There is something for every farmer to do to help get a reasonable price. Don't sit back and kick. Keep records of costs and be prepared to back up the association by proving that you ought to get more.
Please fill out the blank.

INDUSTRY ON BUSINESS BASIS.

Both producer and consumer are heartily interested in this effort of the producer to put the dairy industry on a firm business basis. If past methods of marketing milk are to continue it will only be a short time before the consumer will be without this valuable food product, as the old way of every man selling by himself has proved fatal; under it cows are disappearing at the rate of 20,000 a year from New England. None realize this better than the milk producers of New London County, Conn., who, together with producers all over New England, are now endeavoring to efficiently solve the many problems to be encountered in reorganizing the business. An expert from the United States Department of Agriculture recently said that the first problem was to organize the farmers and the second to standardize the business.
The first step has been accomplished and the N. E. M. P. A. organized.—New London, County Farm News.

Send in your Subscription for The New England Dairyman.

SUNNYSIDE FARM HOLSTEIN-FRIESIANS are a business herd, doing business every day of the year. We don't like to boast and only point to the fact that at the last Addison County fair, probably the best ever held in Vermont, we won first on 3-year-old bull; first and second on 2-year-old heifer; first and second on 3-year-old cows; first and second on 4-year-olds; second and third on 5-year-olds and first on herd. If interested, write for prices on what you want, to a breeder of Holsteins for 30 years.
D. F. MACAULEY & SONS,
Shoreham, Vermont
R. R. Station, Larrabee's Point

To the New England Milk Producers' Association,
No. 26 Broad Street, Boston, Mass.
What My Milk Cost Me during the month of June, 1917.

Record of Production and Expense.

- | | |
|--|---------------------------------|
| 1. Number of cows | 2. Average yield |
| 3. Cost of grain | 4. Cost of other feed |
| 5. Total cost of provender | 6. Total cost per cow |
| 7. Cost of help | 8. Value of personal time |
| 9. Total cost of labor | 10. Cost of labor per cow |
| Total cost of production | |
| Total cost of production per cow | |
| 1. Number of quarts produced ... | 2. Number of quarts sold |
| 3. Amount received for milk | 4. Value of milk not sold |
| Total value of production | |
| Net profit or loss | |
| Name of Producer | |
| Address | |

Star Barn Equipment

STAR STALLS, STANCHIONS, BULL, COW, CALF AND HOG PENS, STAR RIGID AND ROD TRACK LITTER CARRIERS, STAR "HARVESTER" HAY CARRIERS

You may be using some other make of barn equipment and consider it good. That doesn't mean that Star Equipment isn't better. Chances are, you are not familiar with the Star Features and what they mean to the user.

Catalogs, Estimates and Expert Plan Service Free.

AMES PLOW CO. - - Quincy Hall, Boston, Mass.
NEW ENGLAND DISTRIBUTORS

Getting Back to Old-Time Grain Methods

High Prices Expected to Lead New England Producers to More Extensive Cereal Growing.

This year, as never before, the farmers in New England are asking if it is not possible for them to produce more of the grain they use at home.

The following note from one of our readers in Maine is characteristic of many letters which we receive:

High price of grains makes our friends in the West rich—as a friend of mine told me he made “barrels of money,” but we Eastern folks have not land enough to raise much grain—so we have to depend on the West. We have small farms of 150 acres and often much covered with wood and timber. If we only could raise grain, with our good prices for our produce, we could get rich as well as the Western farmers.

W. A. M.

We well remember as a boy when a New England farmer produced a very large share of the grain he used, both in the house and for feeding his stock. Corn in particular was largely grown, and several excellent flint varieties were developed which gave remarkably good yield. Then came the time after the Civil War when the West with its cheap land began sending cheap corn and wheat to New England. The price was low, and most New England farmers figured that it would pay them better to buy the western corn and feed to their poultry and other stock rather than to try to produce it. The Yankees have always been very strong on trade and this idea of buying grain to turn into live stock appealed to them. For years this worked well because grain was cheap, costing less in fact than the home-grown material. The price, however, of western grain has risen, until now it is practically out of sight, and thousands of poultrymen have been obliged to go out of the business, or greatly curtail their operations.


Will it be possible for the New England farmers to “come back” in grain products. Personally, we think so. It may not be possible fully to supply the local needs, but we believe that with present prices and the general grain outlook now corn, barley, and oats and probably wheat will pay as a New England farm crop. Many fields have been practically given up for years to pasture, and only half stocked as that. Many of these fields could now be plowed, given a fair dressing of limestone, and planted to flint varieties of corn, using nitro-

gen and phosphoric acid in the hill. They can be seeded to rye or wheat with clover at the last cultivation, giving a paying crop of small grain the next season, and then come back into Alsike or sweet clover.

In Maine there is quite a general report that spring wheat is proving a success in many parts of the state, and we think this development is likely to go on. Grain is now so high in price that it will pay as a farm crop. There are many situations on a New England hillside where by taking out some of the stone walls long fields will be left suitable for working with one of the light tractors now on the market. Thus several farmers having adjoining farms might throw their hilly lands together, and by using a tractor greatly reduce the cost of plowing and the help required in taking care of a crop of barley, oats or wheat. In fact, we think, judging from the performance of a tractor in our own neighborhood, that something of this co-operative work is bound to come in New England and make great changes in farming. It is said that every farmer should struggle to put his farm into alfalfa. It may be well to qualify this advice for certain parts of the country, for we firmly believe that Alsike clover and sweet clover are for many parts of the eastern states more profitable to the general farmer than alfalfa. We believe, too, against the argument of most of the alfalfa men, that the time will come when it will pay many of our New England farmers to transplant the new Siberian varieties as they would cabbage or tomato plants.—Rural New Yorker.

BOSTON PRESS FAIR.

The Boston newspapers were invariably fair in their statements relative to the producers' need for an increased price for milk. As a matter of fact, the public generally has come to a realization of the fact that the present price is wholly inadequate in view of the cost of grain and labor and the various adverse conditions under which the farmers are compelled to conduct their operations. The announcement of a raise July 1 naturally aroused much interest, when it was made Thursday, but the statements were accepted with good grace and no resentment was manifested. The people evidently want to give the farmers a square deal and the producers doubtless will reciprocate.



PURE

THE NEW YORK STATE MILK COMMISSION REQUIRES THAT COWS BE BEDDED ON SHAVINGS IN ALL COW STABLES WHERE CERTIFIED MILK IS PRODUCED

John Bedstraw tried,
In vain to hide
The dirt and sell milk
“Certified”

With you not so—
For your cows show
They live quite clean
on “BUFFALO”

BUFFALO WHITE SHAVINGS
FINE

CHAS. A. SMITH
29 BROADWAY NEW YORK

Registered Trade Mark

Secretary Pattee Warns Civic Officials

Secretary Richard Pattee of the N. E. M. P. A. has sent the following letter to the New England governors, chambers of commerce and public safety committees:

“In view of the fact that the cities and manufacturing towns of New England depend for the most important article of their food supply on the production of milk upon the farms of New England and Eastern New York, I believe it my duty to lay before you certain facts with relation to such production.

“On account of the reported sale for slaughter of large numbers of dairy cattle, the New England milk producers' association, an organization of practically 10,000 dairy farmers catering to New England markets, caused meetings to be held in 38 counties on May 7 last. During the week following meetings of local organizations were held in over 300 places.

“Previously prepared questions were submitted to each of these meetings and answers have been returned. The value of the answers does not depend upon their absolute accuracy.

“They represent the situation according to the judgment and information of the farmers, the basis upon which those farmers will act in the management of their business. They show, not what the farmers might,

could or should do, but what they actually are doing.

“I believe it my duty to call your attention to the present situation, not with the view to affording relief to the farmers so much as to indicate the necessity of such action as will protect the public welfare in its supply of food necessities.

“I am of the opinion that a shortage of dairy products in New England is inevitable, that unless prompt action is taken it may become acute.

“I assure you that the farmers are willing to co-operate to the extent of their ability to relieve the situation. They cannot much longer continue to work from 14 to 16 hours a day, hiring inefficient labor at exorbitant wages, often with borrowed money, in order to raise food for their eight-hour-a-day, well-paid city cousins and sell that food at a loss.

“The inclosed summary of the reports indicate a movement that will be intensified if not soon recognized and wisely dealt with. I believe it should have your very careful attention. I shall be glad to co-operate with you in any action to improve the situation and to lay before you any information in my possession at any time. I place this information before you that you may take such action as your judgment and duty indicates.”

The Dairy Cow Should Be Preserved

In our national preparedness for the impending food crisis it is just as essential that provision be made for an adequate supply of milk, butter, and cheese as for a supply of bread-stuffs. It is, therefore, very necessary that the source of milk supply, the dairy cow, be preserved.

As the price of beef advances the tendency is to utilize the dairy cattle for meat. Our earnest protest is that dairy cattle should not be slaughtered promiscuously, for there is no other animal that can convert the rough feeds into such nourishing and necessary foods and do it so economically.

No food has taken such an important part in the development and growth of mankind as milk. Sufficient evidence to prove this statement lies in the fact that the mortality of children under two years of age has exceeded 90 per cent in all of the countries engaged in the present war, with the exception of England which has been constantly supplied with condensed milk by the United States. Statistics gathered by the Red Cross show that in Servia today, the mortality of infants is so great that there are practically no children under the age of two years.

The future of our country depends upon the children of today and no food can take the place of milk in the nourishment of the child. This is sufficient evidence that such an important industry as dairying should have immediate consideration. One of the large distributors of food products to the allies, in Rotterdam, Holland, states that no food has added more to the strength and endurance of the soldiers in the trenches than condensed milk.

Mr. Munn, President of the National Dairy Council, makes this statement: "Our people should bear in mind the significance of the heart-rending appeal made to the German Reichstag by Field Marshal von Hindenburg. He cries for fat—fat—fat—for his soldiers and fat for the weakened people."

Mr. Munn contends that the fate of Germany hangs upon their being able to obtain fat and since butterfat contains the material which promotes growth to a much greater degree than any other fat, and since the dairy cow produces during her lifetime the same amount of human food as seventeen steers, provision should be made for the conservation of the dairy cow in our scheme of preparedness.

Cheese is one of the cheapest sources of energy giving protein and is very essential in the rations of the soldiers. The cow produces on an average enough milk in one year to make 600 to 700 pounds of cheese, which is equivalent in food value to 1300 to 2220 pounds of meat. If the cow is slaughtered she will furnish not more than 325 and more likely less than 250 pounds of edible meat

after the waste has been deducted.

Meat from one cow will supply a sufficient amount of beef in a ration for two soldiers for a year; while milk from one cow of good average production will supply an equivalent food value for twenty soldiers for one year.

In addition to this, the cow produces a calf for the future propagation of the production of milk. When she is slaughtered for meat her existence ends, but if used for milk production she will duplicate her work the following year. This alone is sufficient evidence of the supreme necessity for preserving this valuable animal.

Moreover, the dairy cow has another asset, in that she consumes rough feed and produces the best human food. She also produces manure which increases soil fertility and makes crop production more abundant and more profitable. Without the addition of such fertility our production would be seriously impaired in a few years. The preservation of the dairy cow and the dairy heifer is most essential, and if the nation does not preserve this source of our food supply it will soon find itself in distress.

It should be the duty of the state and the nation to immediately take steps to maintain and stimulate dairy production in the following ways:

First, by the prohibition of the sale of productive and profitable dairy cows and dairy heifers from good producing cows.

Second, by the use of selected and efficient sires in the propagation of herds, since there are sires whose daughters have produced 550,000 pounds more butterfat during their lives than the daughters of the average bull.

Third, by an extensive campaign to educate the farmers so that they will increase rather than decrease the number of efficient dairy cattle in their herds.

Fourth, by arranging for some method by which the dairyman will receive proper remuneration for his products, so there will be an incentive for him to remain in the business.

Fifth, by educating the consuming public to the food value and the relative economy of the use of milk and its products to assist in the economy of food in our present crisis.—Oscar Erb in Hoard's Dairyman.

Gifford Pinchot's stirring words to farmers conclude: "The clear duty of the nation is to guarantee the farmers a fair price for their crops when grown, and a reasonable supply of labor at harvest. The clear duty of the farmer is to raise food enough to win this war for democracy against kaiserism. No such responsibility has ever rested on any class of men since the world began as rests today on the farmers of America."

NOW

Is the Time to be Thinking About Your Feed Re- quirements for

NEXT FALL

WHILE we are not able to take any further business at the present time, we expect to be ready to make shipments again about the middle or end of October. We, therefore, urge our dairymen friends to get in touch with their feed dealers now and to make early reservations for

Larro-feed



If you have ever tried this wonderful feed you will want to make sure of having an ample supply for your next year's requirements. Hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits next winter by placing your order now for your next season's requirements. Speak to your dealer about it.

**THE LARROWE
MILLING COMPANY**
GILLESPIE BLDG., DETROIT, MICH.

Vermonters to Grow More Grain

The shortage of concentrated feeds such as cotton seed meal, corn meal, distillers' grains, etc., has been felt by Vermont farmers during the past season. It is predicted by good authority that they will feel this shortage much more keenly before the close of another winter; hence it becomes necessary for them to do their utmost to produce feed enough on their farms for the dairy stock which they maintain.

There are two principal ways in which this can be done. The first and far most important is growing of more "concentrated" roughages. This can be done by planting soy beans with the silage corn to increase the protein content of the silage and by growing a variety of silage corn which will reach at least the glazing stage before time for ensiling. About 80 per cent. of the silage corn in Washington County in 1916 was put in the silo while the corn was still in the milk stage. Could this corn have reached the glazing stage 30 per cent. more feed would have been realized from each acre. Probably over 2000 acres will be planted this

year in Washington County to soy beans and corn and there is an increasing demand for the early maturing varieties of silage corn. Clover will prove a second main source of concentrated roughage, and farmers should do more to produce this valuable feed on the farm. This can be done by topdressing the present clover fields with manure and by sowing more land to clover this year.

With these valuable feeds at hand, the need for purchased concentrates will not be as large. However, dairymen can diminish the amount necessary to purchase by growing more crops for grain. The average farm in Washington County keeps one cow to every 3 1-2 acres of tillage and it is entirely possible to grow practically all the feed for the cows on this acreage. This is the second necessary point. Corn planted for grain will prove one of the biggest yielders per acre of the grain crops and is to be recommended particularly this year. Only one-half of the farms in Washington County grew corn for grain in 1916 and these farms averaged only 217 baskets of corn per farm.

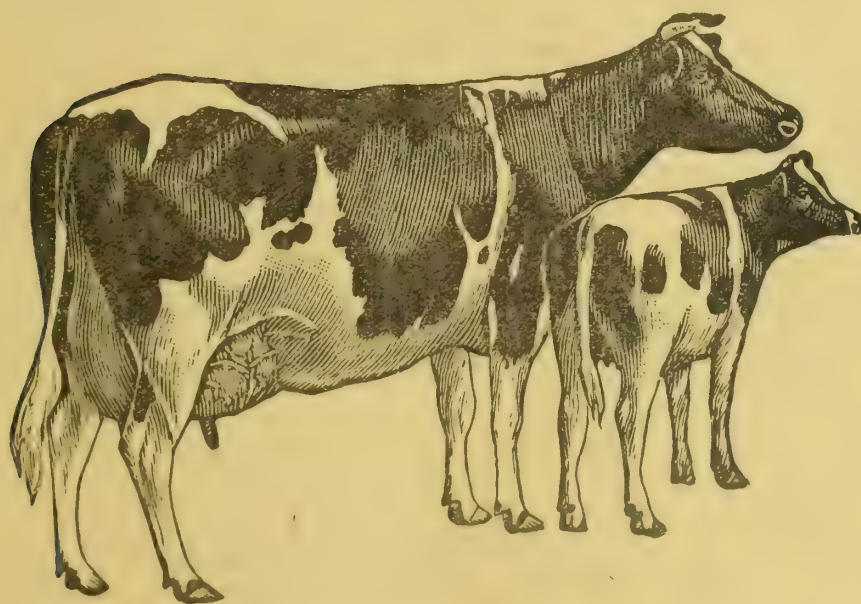
S. H. A.

Every Farmer Making Milk for Market Read and Think over this

ONE OF THE GREATEST INVESTIGATIONS among dairy breeds was made by experts of the Wisconsin Experiment Station. Prof. F. W. Woll states that the "Holstein cows produced considerably more milk solids and fat than the cows of other breeds (19.5 percent more butterfat than the Guernseys and 38 percent more than the Jerseys), and they also give larger net returns for feed consumed." In all dairy breed competitions where Holsteins entered have been representative, they have produced a greater net profit for milk and butter than any other breed entered. There's more money in the big "Black and White" Holsteins.

Can you afford not to use them?

SEND FOR OUR BOOKLETS.



Holstein-Friesian Association of America

F. L. Houghton, Sec'y.,

300 American Building,

BRATTLEBORO, VT.



There's no class of business men better able to judge the merits of a good idea than the New England dairy farmers; if we can once get such men to examine

The Calf-Way Milker

we know what the result will be. Every practical dairy man who really looks at this machine says it's the best he has ever seen. Every one who actually uses it in milking a herd says it really does all that it ought to do.

We have developed a real milking machine, that does the work, clean; no need to follow the Calf-Way Milker with a pail. It doesn't damage the cow as vacuum suction may do; it milks as a calf milks, as the best hand-milker does it; a soft downward squeeze.

It's really a great benefit to dairy men; saves money in labor and time; and gets all the milk. You ought to see it, whether you have a machine or not.

THE CALF-WAY MILKER COMPANY

536 Lake Shore Drive, Chicago

New England Representative,

CHARLES R. BROWN, 26 Broad Street, Boston

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association

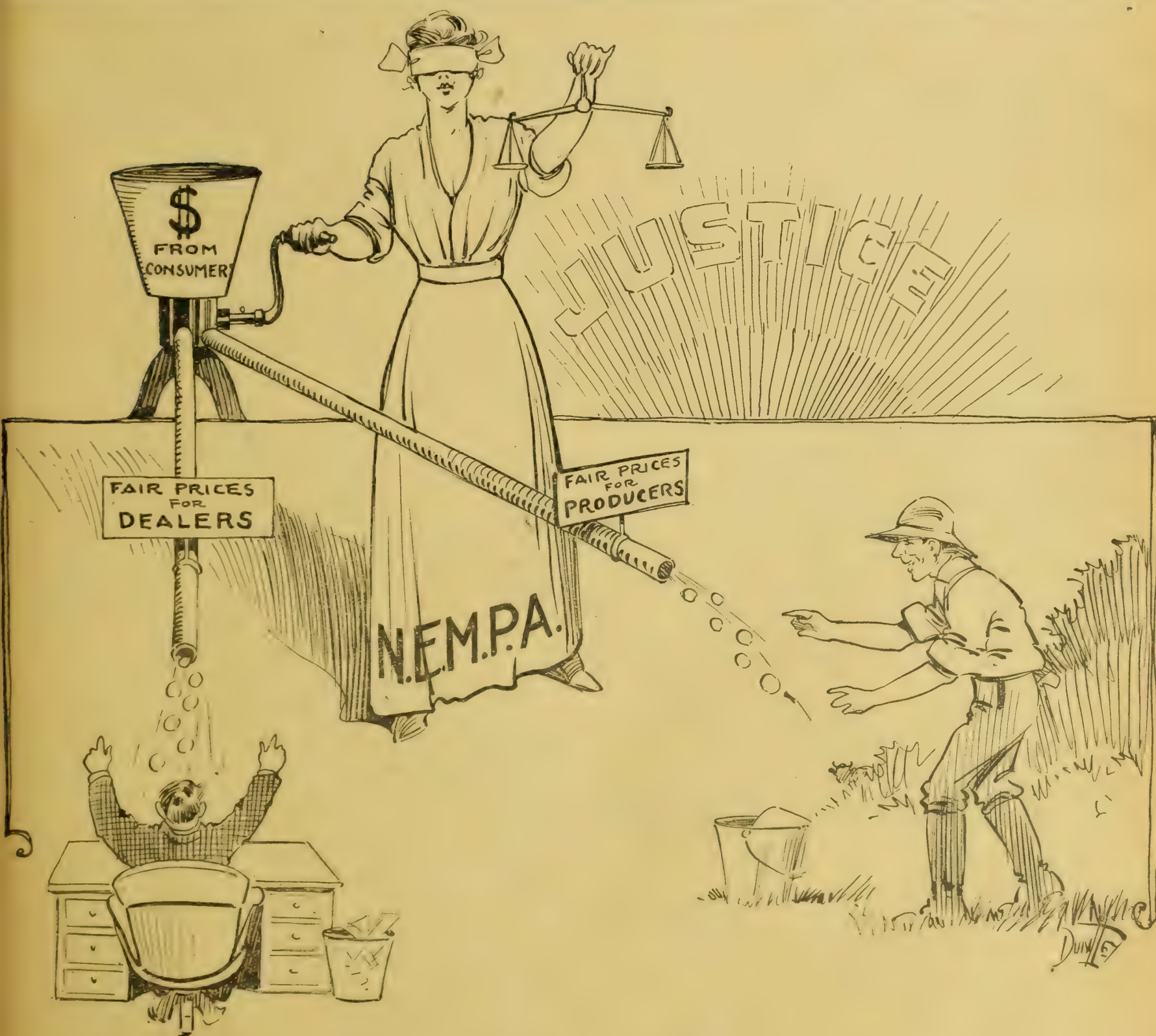
Volume 1. Number 4.

BOSTON, MASS., JULY, 1917

50 Cents Per Year

Shall Dealers Make the Price Consumers Must Pay and Farmers Shall Get?

See Page Seven



SEPARATORS USED ON A JUST BASIS

Figuring Out a New Schedule of Rates

A careful study of production and market conditions by President Clark, Director McIntire and Secretary Pattee resulted in calling the board of directors to Boston June 28 for final action before starting a fight for revision of price.

It was voted by the directors to make July 15, instead of July 1, the date for action.

The season is at least two weeks late. Nearly every city market in New England is flooded with milk. The production is at its very height. Prices go up about 2-3 cents per quart July 1 in old line territory. The Public Safety Committee surveys on cost of production will be ready July 15. Every reason appeared to justify delay, except the possible charge that the Association was "four-flushing"—not living up to its promises or being scared by the operators.

Neither of these is true. The association is trying to be absolutely fair and to govern itself in price matters by market conditions. When the season is abnormal and unforeseeable conditions arise the association tries to be governed by facts and to use sound sense and judgment. It has submitted the following schedule of prices to the milk dealers of Boston. This schedule is based on 7 cents per quart for milk delivered at the railroad city milk station

The idea is to make a price delivered at the market and figure out what that would bring the farmer at his railroad station in the country. This table shows country prices, less freight. If the principle of a price delivered at market is adopted, it may mean the deduction of other country costs like maintenance of country stations. The idea fits exactly with the recommendation of the Boston Chamber of Commerce, after an exhaustive study two years ago.

The only proper way to determine the value of milk anywhere is to fix its value in a market and deduct the cost of getting it from where produced to that market.

At first glance this price card may seem complicated. It will, however, upon study be entirely clear. The reason for giving the prices in so many ways is because prices are frequently given by one quantity while the milk is actually shipped in a container which calls for a less freight rate than would be required for a container carrying the same amount as that on which the price is given.

Please note that these prices are made for Massachusetts Standard Milk. The Massachusetts standard is 12% total solids, of which not less than 3.35% shall be butter fat. The best authorities agree that milk with only 3.35% fat will not carry 12% solids. Milk to have that amount of solids must carry practically 3.5% butter fat. Obviously we cannot ask the dealers to buy milk they cannot sell. We, therefore, have based our price on 3.5% butter fat, as that milk will meet the Massachusetts requirements for solids.

Where milk is bought upon a system calling for premiums for excess butter fat, we demand premiums shall be given on milk testing over 3.5%, and that the rate of premiums shall be 4c per CWT for each additional point of test beyond 3.5%. This is equivalent to a price of 40c per pound for butter fat in milk in excess of 3.5%.

Figured at this rate you should add for each point of test over 3.5%, the following:—

To each	8½ quart price	\$0.00731
" "	10 " "	0.0086
" "	21¼ " "	0.018275
" "	40 " "	0.0344
" "	CWT	0.04

Note that these prices are arranged by zones and represent the value at the country station of milk delivered f. o. b. Boston at 7c per quart. The price for the first two zones is considerably in excess of this amount, the reason being that small dealers who obtain their supply nearby, who do not have to pasteurize, who are in close touch with both their producers and consumers, who use their wives and children and relatives in their business, are able to pay more for nearby supply of milk than can be paid by the big dealers for far away milk. We have found from actual experience that if the nearby dealer gets milk for the same price delivered in Boston, per quart as the big dealer, the small dealer will undersell in the market, thereby breaking down the price the big dealer can get and what he can pay to his producers. We have, therefore, taken care of this difference in our price list, such prices representing the actual market differences in the milk.

SHIPPING STATION PRICE

by Zones for

8½ Quarts of Massachusetts Standard Milk
@7c Per Quart f. o. b. Boston.

ZONE	Shipped in 8½ Qt. Can	Shipped in 10 Qt. Can	Shipped in 21¼ Qt. Can	Shipped in 40 Qt. Can
1- 20 Miles	\$0.68	\$0.6817	\$0.6872	\$0.6898
21- 40 "	.604	.606	.6132	.6165
41- 60 "	.546	.5491	.5574	.5608
61- 80 "	.541	.5431	.553	.5567
81-100 "	.535	.5380	.549	.5531
101-120 "	.531	.5338	.545	.5497
121-140 "	.526	.5295	.5418	.5465
141-160 "	.522	.5253	.5386	.5436
161-180 "	.518	.5219	.5354	.5408
181-200 "	.514	.5185	.5326	.5383
201-220 "	.511	.5151	.5298	.5357
221-240 "	.507	.5117	.527	.5333
241-260 "	.504	.5083	.5246	.531
261-280 "	.501	.5057	.5222	.5287
281-300 "	.498	.5023	.5198	.5263

Where milk is bought on weight and test, for each point of test above 3.5% add

To each	8½ quart price	\$0.00731
" "	10 " "	0.0086
" "	21¼ " "	0.018275
" "	40 " "	0.0344
" "	CWT	0.04

(Continued on page 3.)

Keeping Fires From the Farms

Railroads Making Every Effort to Prevent Destruction of Property---A Co-operative Idea.

The need of co-operation was never more in evidence than today. Co-operation of individuals—of corporations

—and of individuals and corporations is imperative if the nation is to survive the titanic struggle in which it

is engaged for the cause of liberty. The necessity of bridging the Atlantic with ships to maintain commerce brings to New England an appreciation of its forests as nothing else could do. The destruction of a single tree is a distinct loss to the nation and its allies.

The provisioning of nations will soon devolve upon this country to a large extent and the people must meet it. There must be hay, grain, meat, farm produce—everything of an agricultural character. The loss of a crop may mean starvation to many. Nothing can be destroyed at this time without causing its measure of suffering.

In view of these circumstances the efforts of the railroads in preventing

spark fires appears in a new light. The old vision of the "iron horse" racing through the country snorting fire and smoke in a wanton attempt to devastate the land is giving place to a vision in which a great industry goes its way to help commerce and business, doing public service when possible and avoiding with painstaking care the causing of damage to its neighbors and patrons. To appreciate what the railroads are doing to bring about this change it is necessary to understand what precautions are taken to prevent fires.

The fire-box of a locomotive is under the cab and to create the draft necessary to keep the water hot enough to make steam, the waste steam is used. This exhausts into the stack and,

Continuation of Milk Rate Schedule

SHIPPING STATION PRICE

by Zones for

10 Quarts of Massachusetts Standard Milk

@7c Per Quart f. o. b. Boston.

ZONE	Shipped in 8½ Qt. Can	Shipped in 10 Qt. Can	Shipped in 21¼ Qt. Can	Shipped in 40 Qt. Can
1- 20 Miles	\$0.80	\$0.802	\$0.8085	\$0.8115
21- 40 "	.71058	.713	.7215	.7252
41- 60 "	.641176	.646	.6557	.6597
61- 80 "	.636488	.639	.6506	.655
81-100 "	.629411	.633	.6459	.6507
101-120 "	.62471	.628	.6412	.6467
121-140 "	.61882	.623	.6374	.643
141-160 "	.61411	.618	.6336	.6395
161-180 "	.609411	.614	.6298	.6362
181-200 "	.60470	.61	.6265	.6332
201-220 "	.601176	.606	.6233	.6302
221-240 "	.59647	.602	.6200	.6275
241-260 "	.592941	.598	.6176	.6247
261-280 "	.58941	.595	.6143	.622
281-300 "	.58588	.591	.6116	.6192

Where milk is bought on weight and test, for each point of test above 3.5% add

To each 8½ quart price	\$0.00731
" " 10 "	" " 0.0086
" " 21¼ "	" " 0.018275
" " 40 "	" " 0.0344
" " CWT	" " 0.04

SHIPPING STATION PRICE

by Zones for

21¼ Quarts of Massachusetts Standard Milk

@7c Per Quart f. o. b. Boston.

ZONE	Shipped in 8½ Qt. Can	Shipped in 10 Qt. Can	Shipped in 21¼ Qt. Can	Shipped in 40 Qt. Can
1- 20 Miles	\$1.72	\$1.72425	\$1.738	\$1.7444375
21- 40 "	1.51	1.515225	1.533	1.533
41- 60 "	1.3650	1.37275	1.3935	1.40196875
61- 80 "	1.3525	1.357975	1.3825	1.391875
81-100 "	1.3375	1.345125	1.3725	1.38284375
101-120 "	1.3275	1.3345	1.3625	1.37434375
121-140 "	1.3150	1.323875	1.3545	1.366375
141-160 "	1.3050	1.31225	1.3465	1.3589375
161-180 "	1.2950	1.30475	1.3385	1.35203125
181-200 "	1.2850	1.29525	1.3315	1.34565625
201-220 "	1.2775	1.28775	1.3245	1.33928125
221-240 "	1.2675	1.27875	1.3175	1.3334375
241-260 "	1.2600	1.27075	1.3115	1.32759375
261-280 "	1.2525	1.264475	1.3055	1.32185
281-300 "	1.2450	1.255975	1.2995	1.31590625

Where milk is bought on weight and test, for each point of test above 3.5% add

To each 8½ quart price	\$0.00731
" " 10 "	" " 0.0086
" " 21¼ "	" " 0.018275
" " 40 "	" " 0.0344
" " CWT	" " 0.04

SHIPPING STATION PRICE

by Zones for

40 Quarts of Massachusetts Standard Milk

@7c Per Quart f. o. b. Boston.

ZONE	Shipped in 8½ Qt. Can	Shipped in 10 Qt. Can	Shipped in 21¼ Qt. Can	Shipped in 40 Qt. Can
1- 20 Miles	\$3.20	\$3.208	\$3.233883	\$3.246
21- 40 "	2.841176	2.852	2.885647	2.901
41- 60 "	2.56941	2.584	2.623059	2.639
61- 80 "	2.54588	2.556	2.602353	2.62
81-100 "	2.51765	2.532	2.583529	2.603
101-120 "	2.49882	2.512	2.564705	2.587
121-140 "	2.47521	2.492	2.549647	2.572
141-160 "	2.45647	2.472	2.534588	2.558
161-180 "	2.43765	2.456	2.519529	2.545
181-200 "	2.41881	2.44	2.506353	2.533
201-220 "	2.40471	2.424	2.493176	2.521
221-240 "	2.385883	2.408	2.48	2.51
241-260 "	2.371764	2.392	2.468705	2.499
261-280 "	2.357647	2.38	2.457411	2.488
281-300 "	2.343529	2.364	2.446117	2.477

Where milk is bought on weight and test, for each point of test above 3.5% add

To each 8½ quart price	\$0.00731
" " 10 "	" " 0.0086
" " 21¼ "	" " 0.018275
" " 40 "	" " 0.0344
" " CWT	" " 0.04

SHIPPING STATION PRICE

by Zones for

CWT. of Massachusetts Standard Milk

@7c Per Quart f. o. b. Boston.

ZONE	Shipped in 8½ Qt. Can	Shipped in 10 Qt. Can	Shipped in 21¼ Qt. Can	Shipped in 40 Qt. Can
1- 20 Miles	\$3.68	\$3.6892	\$3.718965	\$3.7289
21- 40 "	3.268706	3.2798	3.3184941	3.33615
41- 60 "	2.954824	2.9716	3.016518	3.03485
61- 80 "	2.927765	2.9394	2.992706	3.013
81-100 "	2.895294	2.9118	2.971059	2.99345
101-120 "	2.873647	2.8888	2.949412	2.97505
121-140 "	2.846588	2.8658	2.932094	2.9578
141-160 "	2.824941	2.8428	2.914776	2.9417
161-180 "	2.803294	2.8244	2.897459	2.92675
181-200 "	2.781647	2.8060	2.882306	2.91295
201-220 "	2.765412	2.7876	2.867153	2.89915
221-240 "	2.743765	2.7692	2.851953	2.88650
241-260 "	2.727529	2.7508	2.839012	2.87385
261-280 "	2.711294	2.7370	2.826024	2.86120
281-300 "	2.695059	2.7186	2.813035	2.84855

To each 8½ quart price	\$0.00731
" " 10 "	" " 0.0086
" " 21¼ "	" " 0.018275
" " 40 "	" " 0.0344
" " CWT	" " 0.04

drawing air through the fire-box, brings heat from the fire into the flues. Necessarily small particles are carried from the fire with this draft, but every obstacle is placed in the way of their escape with heat enough left to cause fire. At every turn the spark meets with an obstruction, and, at last, before it can leave the stack it must pass through a netting in the front end, which is intended to further break it into small harmless atoms so that it can do no damage. Careful inspections are made of both rettings and ash pans at regular intervals and particularly after an engine is suspected of setting a fire. Any defect found in these inspections is remedied at once.

In spite of these precautions, how-

ever, a few sparks will escape and, if they can land in inflammable material, may destroy things which are invaluable to the Nation. And here again the railroads take a stand to protect. In the spring and fall section men are engaged at all favorable times in cutting and burning on the right of way to remove combustible material. Realizing, however, that during a high wind a spark may be carried over the railroad fence, permission is asked to enter the neighbors' land for the purpose of cleaning and burning inflammable material for a distance of 100 feet at a time when no damage will result. In some cases property owners gladly give this permission, or do what is necessary themselves, but it is a regretta-

ble fact that some refuse. It is discouraging to the railroads to meet lack of co-operation of this kind when so much time and money have been spent to safeguard adjoining land, only to have the work undone or rendered useless by a fire starting just over the location fence on the land of a neighbor who has refused to allow this precaution to be taken.

Supplementing all other precautions the railroads have gasoline patrol cars used for no other purpose than to follow trains on hot dry days in sections where the danger of fire is particularly acute. The thousands of acres of timber, mowing and pasture land, and the hundreds of dwellings and barns which are saved annually by the vigilance of these pa-

trolmen can only be surmised, but the records show that, during the fire season, many small fires which in a short time would have been beyond control have been discovered and extinguished by these men.

Spark fires are a great expense to the railroads, both in claims and in cost of fighting fire, but it is not alone on this account that they do everything possible to prevent fire. There is a satisfaction greater than the financial saving that rewards the railroads in rendering the service and, when the eventual understanding and co-operation comes between the railroads and their neighbors, the results will show a profit that neither can afford to forego.

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BETTER PRICES—BETTER MILK.

The New England Milk Producers' Association has adopted the slogan, "BETTER PRICES FOR BETTER MILK."

There will be no attempt to secure an unfair or unreasonable price for inferior milk. The greatest hindrance to the development of the business is the demand of the slovenly producer that he get the top price.

If we expect the public to pay the prices we demand, we must give the public goods worth the price. We are determined to bring up the price of milk to where a farmer can produce it in a condition suitable for sale at a reasonable profit to himself. That is business, and nothing but business. When that price is reached—which may be sooner than some expect—it is up to the farmer to produce the goods. The association will stand back of the producers for a fair deal from the contractor or the public and it will stand just as firmly for a square deal from the farmer as it stands for a square deal for him.

The only way to make the industry pay is to make the goods worth the price. We expect to stand for the quality of the goods we sell and we to the producer who tries to get a little extra for himself by lowering the standard of the product. We heard of a man down in Maine who skimmed his Jersey milk and mixed it with his other and sold the whole as straight milk. The temptation to beat the low price was his excuse. The association does not stand for any such practices. Let us be willing to give what we expect to get. Let's build up the business by square dealing, not trying to get even with somebody for outdoing him in meanness.

THE SMALL TOWN PROBLEM.

The N. E. M. P. A. is often asked how it will handle the lesser markets, where much of the milk is sold by farmers direct to consumers.

Investigation has shown that there are great price differences in the

towns and small cities. There is no general price for milk in such places, variations of from 6 cents to 12 cents having come to our attention.

It will be noted that the new contract provides that the association shall handle the milk of the members and it has authority to set a price at which it will sell the milk. The idea is for the farmers selling milk in small communities, to organize branches of the N. E. M. P. A. and, having turned over to the association the sale of their product, to recommend by vote that it be sold at whatever price they think best for that particular place. The association will then authorize the members to sell for that price the milk controlled by the Association. It is a way in which, by co-operative selling, the price may be put at a fair and reasonable figure and the members be getting a uniform price for milk in any market.

The association cannot and will not attempt to eliminate competition in the sale of milk, but it will fix a price at which it will sell the milk of its members and, in any particular place not organized as a market association, it will ask the local branch to recommend a price. Then all that is necessary is for the producers to organize a local with all the men who produce milk for that market enrolled.

This system has been found workable in several small places already, and without injustice to the public, which the association would not for a moment countenance, it has put the business on a much more satisfactory basis.

FIELD MEETINGS.

President Clark has suggested a series of field meetings in various sections of New England during the month of August. Mr. Clark is already arranging such a meeting at his big farm near Vergennes. The Vermont College and others are co-operating to make this a notable gathering of dairy farmers. The plan seems perfectly feasible for all sections of the producing field and an attempt will be made to arrange many other such meetings. Possibly such meetings can be held in conjunction with the Grange or other organizations.

The idea is to assemble the dairymen of a large section at some prominent farm for a day's outing on the picnic plan. All should provide themselves with lunch, take the women and children along and make a day of it. The N. E. M. P. A. and other agencies would provide speakers to briefly discuss live questions. We believe that much good will come of this plan if successfully carried out. Further announcement will be made in the New England Dairyman and other papers.

COST OF DELIVERY.

Complaints of overcharges for taking milk from the farmer's door to the railroad stations are numerous. In many localities the dealers collect the milk at the farms and charge so much per hundred or can for hauling

it to the shipping place. The association makes prices for milk delivered at the market and gives a table showing what such milk should net to the farmers at their railroad stations. It does not undertake to make prices at the farmers' doors. Manifestly that would not be possible. Conditions vary so much in the cost of delivery from farm to station that no uniform system of charges can be made. It would cost more for some ten-mile routes than for twenty-mile routes in other places. The association has an understanding with the larger dealers that they will accept the milk if the producers deliver it themselves and, if at any time the dealers' charge for hauling from farm to station is excessive, the farmers have a remedy in putting on their own system of hauling. This matter is a purely local question and should be dealt with by the local branches of the N. E. M. P. A. It is one of the things they can and should adjust.

TWO ENTHUSIASTIC STATES.

Five organizers have been working in Vermont and nine in Maine during the present month organizing new locals, completing the membership of old ones and shifting the members to the new form of contract. All report splendid success. There seems to be practically no opposition to shifting from the cow tax to the percentage basis of support for the organization. In all sections men are enrolling who were at first doubtful or sceptical of the success of the enterprise. It is very frequently reported by secretaries and organizers that farmers who had refused to become members of any sort of organization before, were signing up with this association readily.

To get a taste of fresh air and to get in touch with the real situation in the country, Secretary Pattee made a trip to Northern Vermont, where he attended a meeting of about 250 farmers at St. Albans. Commissioner of Agriculture Brigham and Prof. Hilles of the Vermont Agricultural College addressed the meeting. It was a splendid gathering and enthusiastic for the N. E. M. P. A.

Dr. George B. Hyde, who is organizing Franklin company, stated that he had received the memberships of over 95 percent of the producers he had reached. Messrs. Northup in Orleans county, Rickert in Lamoille and Addison counties and Hall in Washington county are having equally good success. Lower Vermont is being reached the last of the month and then the organizing force will move on southern New England and New York in the supplementary canvass.

In Maine the master and the lecturer of the State Grange, the president of the Maine Dairymen's Association and the state dairy instructor are taking part in the membership campaign. Secretary Pattee attended meetings in Augusta, South Paris and in Cumberland county. Everywhere the story was the same—confidence and enthusiasm for the cause. There is no possible doubt that Maine will be thoroughly organized just as fast as the farmers can be reached. There

is disappointed only in the inability of the association to tackle local problems sooner, but all realize the tremendous size of the undertaking and that the problem of the big city markets must be adjusted before a permanent adjustment of local conditions can be undertaken. Everywhere the opinion was expressed that a wonderful work had been done already and that the association had so far proved a splendid success. Maine is mighty strong for the N. E. M. P. A.

BEWARE OF SOUR MILK.

This is the first summer the railroads have operated the milk cars. It is expected there will be more trouble with sour milk. Dealers cannot be expected to take and pay for sour or unsaleable goods. They have no chance to reject it before shipment. If not in good condition before ment, except where they have country plants. If not in good condition before route it will sour. If it sours through the fault of the railroads let the Association know. It will do everything it can to protect you.

The dealers complain bitterly about railroad service. The farmer must be sure his milk is properly cooled. Then if the railroads spoil it we will help him collect.

N. E. M. P. A. PROGRAM.

The N. E. M. P. A. has its summer's work laid out and it is an ambitious program. It will require every ounce of energy and all the time of the officers of the Central to carry it through. An outline of these plans follows.

First—To readjust summer prices.

Second—To organize and start a buying system to handle grain and other farm necessities.

Third—To organize market branches for such cities as Fall River, Lynn, Lowell, Lawrence, Haverhill, Manchester, Portland and others.

Fourth—To establish the market districts covered by market associations, (Springfield market district might cover Palmer, Holyoke, Westfield and possibly the whole Connecticut valley in Massachusetts) with a paid agent in each district to look after the interests of the members who sell dairy products in that district.

Fifth—To complete the membership by organizing all new territory and enrolling all the dairymen not previously enrolled in territory now organized.

Sixth—To organize and carry out a New England wide campaign to increase the sale of dairy products.

THE PERCENTAGE PLAN.

Some features of the percentage plan are as follows:

First—The percentage plan is fair to members. A man who joined on the cow tax plan and afterwards changed his herd would not be paying on a fair basis. If he sold, he would pay too much; if he bought, too little. On the percentage basis no question arises when man joins as to how many cows he averages to own during the year, no question about dry

cows or heifers. The percentage system adjusts itself with absolute justice to all members.

Second—Payments on the percentage basis discloses the price received for the product. No dealer who settles with the association on this basis for the dues of its members can underpay without showing it to the association.

Third—The collection through orders on dealers, creameries, etc., on a monthly basis divides the expense in twelve easily borne installments, at the same time giving the organization a steady monthly income, so it can plan its work more economically and more efficiently.

Fourth—The order plan saves expense in time and money for local secretaries. Collection by secretaries has been tried in New England and failed. New York and the Western organizations the most successful ever known, collect in monthly installments through dealers. Collections by secretaries means constantly prodding the secretaries and constant prodding of the members by the secretaries, repeated visits, slow remittances and disagreeable supervision—loss of time and money, expended in collecting separately from 15,000 men, with no certainty when money will come in.

Fifth—Collections through dealers disclose when payments are made. Any dealer who is slow can and will be jogged by the association.

Sixth—This plan was authorized by vote of the association at its annual meeting in February. It has since been endorsed by the press, agricultural departments and institutions and business men.

Seventh—If the percentage is too great, it can be reduced. There is no purpose in the organization to make money for itself. It has made and hopes to make more money for its members. It is not what it costs, but what it makes, that counts.

Eighth—Twenty-five per cent of the amount received will be paid back to the local secretaries, the local being relieved of the expense of collections. The money of the locals can and should form the nucleus for the buying system which will be perfected this summer.

Ninth—Old members who paid a year's dues on the cow tax plan will receive back dues for the time covered by percent payments. There will be no double taxation for the last part of the present year.

Tenth—Every cent will be properly accounted for at the next annual meeting. Two auditors will audit the accounts. The treasurer and sec-

retary are under bond, every bill is paid by check, after approval by the president and secretary, and an order drawn on the treasurer.

Eleventh—This organization is owned and controlled by the members. It is their organization. They run it for their own benefit. Its directors are chosen by them. All are anxious to have every cent possible. No money will be wasted. An itemized account of receipts and expenditures is available in the office to every member at any time and will be printed in the New England Dairyman at the close of the year and mailed to every member of the organization.

If any better system of financing can be devised the officers want to know it. Any system employed must be uniform throughout the territory. Any system will have disadvantages. We must adopt the best known plan. We believe the percentage basis with collections through dealers where possible, and through secretaries where not so possible, is the best. Don't refuse to try it!

N. E. M. P. A. MEETS HOOVER.

Frank W. Clark of Williston, Vt., and Richard Pattee of Laconia, N. H., president and secretary of the New England Milk Producers' Association, upon invitation, attended a conference of the dairy interests of the country at Washington, D. C., June 25 and 26. The purpose of the meeting was to present to Dr. Herbert Hoover, the head of the national food conservation movement, the needs of the dairy business in the present crisis.

Representatives of seven great milk producing organizations were present besides the National Dairy Council, National Dairy Union, the Butter, Cheese, Ice Cream, Cold Storage and Milk Dealers' organizations.

The delegation met Mr. Hoover and tended the services of the interest represented in any way he should designate in the conservation of the National food supply.

Mr. Hoover stated definitely his appreciation of the attitude taken, of the tremendous importance of the industry represented and of the necessity for such governmental action

as would preserve and promote it. He stated that it was obvious to his department that the present price of milk to the producers was too low but that in an effort to bring about greater prosperity to the producers everything possible should be done to lower costs in order that the consumers might not unduly suffer in raised prices.

Mr. Hoover requested the delegation to appoint a committee of seven, who, in turn, should select one man to represent in his council the dairy interests of the nation, laying a special stress on the production end of the business.

At a subsequent meeting of the delegation, it was agreed that the committee suggested should be made up of three producers, two dealers and two manufacturers of dairy products. The representatives of the producers nominated as their members of the committee, Messrs. W. D. Munn of St. Paul, Minn., president of the American Jersey Cattle Club, Hon. M. P. Hull of Lansing, Mich., president of the National Dairy Union and of the Michigan Milk Producers' Association and R. D. Cooper of Little Falls, N. Y., president of the Dairyman's League of New York.

The producers organizations represented in this conference were: The New England Milk Producers' Association, the Dairyman's League of New York, the Tri-State Dairyman's Association of Philadelphia, the Ohio Milk Producers' Association of Cleveland, the Michigan Milk Producers' Association, the Chicago Milk Producers' Association and representa-

tives of organizations producing milk for Pittsburg, Pa., and Detroit, Mich.

BIG VERMONT FARM SOLD.

Through real estate dealers of Washington County, Vt., Mr. H. E. Gray of Westfield has bought the so-called "Henry Farm," in Waterbury. This farm consists of some over 600 acres, including 135 acres of tillage and 200 of timber. The consideration is understood to have been \$40,000. Mr. Gray has disposed of the 80 head of grade stock which he bought with the place and has moved on his own pure bred herd which he drove to Waterbury from Westfield. Mr. Gray has bought the farm for a home and is planning extensive improvements, including the remodeling of the present buildings to accommodate a larger number of cattle. Mr. Gray believes there is a big future in the dairy business and says that he is taking up his farm as a business proposition.

He is planning this year to raise enough forage and grain on the farm to keep all of his stock without purchasing concentrated feeds in any amount. He plans for 25 acres of silage corn, 20 acres of field corn, about 40 acres of grain, besides small acreages of wheat, potatoes, and beans. Mr. Gray's three sons are moving to the farm with him and their enthusiasm over this proposition is unbounded.

Read The New England Dairyman. It's worth while.

NOW

Is the Time to be Thinking
About Your Feed Re-
quirements for

NEXT FALL

WHILE we are not able to take any further business at the present time, we expect to be ready to make shipments again about the middle or end of October. We, therefore, urge our dairymen friends to get in touch with their feed dealers now and to make early reservations for

Larro-feed



THAT'S GUARANTEED

If you have ever tried this wonderful feed you will want to make sure of having an ample supply for your next year's requirements. Hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits next winter by placing your order now for your next season's requirements. Speak to your dealer about it.

THE LARROWE
MILLING COMPANY
GILLESPIE BLDG., DETROIT, MICH.



DAIRYMEN!

Is that great half of your herd, the sire, a half that will show thousands of dollars of profit? Or is he "just a bull"? Run no risks. Invest where you know the breed pays and where the registry stands for purity of type and special, concentrated purpose.

Buy a Jersey Bull

Introduce the blood that proves out in steady, persistent milk flow, in animals that mature early, live long, live anywhere, eat most anything and produce most economically, the richest of milk.

Read the ads of Jersey breeders in this paper—write them for prices. Send for our free book "Story of the Jersey", and plan now to build a herd you'll be proud of.

The American Jersey Cattle Club
414 West 23rd Street - New York City.

You Stand to Win

You can't lose, if you take up this proposition: We claim that every horse owner who tries MORRISON'S OLD ENGLISH LINIMENT

for external troubles—such as hard, dry, pinched, sore or contracted hoofs, corns, quarter-cracks, thrush and mud fever, for all cuts, open sores, shoe boils, lame muscles, contracted cords, sprains, inflammation and rheumatism, will find it the most effective and satisfactory of anything he has ever used. If not, we will return every cent of your money.

It should always be in your medicine chest. Sold by all dealers. Price, half pints 50c—full pints \$1.00, or sent direct by us, prepaid, on receipt of price.
THE JAMES W. FOSTER CO., BATH, N. H.
Manufacturers



How Best to Face Milk Crisis

"Facing a Milk Crisis," is the title of a very interesting series of letters in the Rural New Yorker. They relate to dairy conditions in New Jersey and are written by F. C. Minkler. Part II is referred to as "A Serious Situation," and, although referring to affairs in New Jersey, has so many points of interest to New England milk producers that it is reproduced here. Here it is:

High-Priced Feed.—I have lived in New Jersey 10 years. I have endeavored to keep in close touch with the farmers who are interested or engaged in meat or milk production, and believe that the Department has been able to help in the solution of many of the problems that have presented themselves, but during the past three months it has been quite impossible to prompt suggestions as far as feeding and management of livestock are concerned that would yield substantial aid to the livestock farmers. When a man writes you as one farmer wrote me, asking if I considered it patriotism for him to feed corn worth \$1.60 per bushel, or \$66 a ton, to a herd of selected dairy cows yielding an average production of 11 quarts per cow; when his own lead pencil proved to him absolutely that the selling price of the milk did not cover the cost of the grain itself, let alone the labor; when possibly if not positively it would be necessary for him to use the corn to feed and sustain his own family. The dairy farmers and breeders are as patriotic as any class of men in the world. They want to do their bit and do it willingly, but we have no right to insist that they continue in an industry that is not self-sustaining, and that even though they use selected and high-producing cows, and conduct their business otherwise efficiently and economically, it is necessary to appeal to their patriotism to continue them in the business.

Effect of a Shortage.—Please pardon me if I have expressed a pessimistic view of the situation, but I believe it exists. I am hopeful that the public will realize existing conditions and take prompt steps to help solve the problem. I think it was James J. Hill who predicted 15 years ago that the only condition that would check the traffic of people from the farm to the city and send them back to the field of production would be starvation. I hope and pray that this condition will not prevail, yet I am convinced that the only condition that will bring the consuming public to an appreciation of the value of milk will be an actual shortage of supply, and it looks to me at the present moment as if we were on the verge of such a catastrophe, for unless the consuming public is willing to pay the cost of production for a product whose food value is not questioned, and

which of necessity must be supplied, we cannot expect the dairymen to produce this product for the mere experience and pleasure of feeding and milking cows.

Possible Remedies.—What is the remedy? I wish I knew. Publicity and organization may help. Publicity in order that the public may know and thus appreciate the feeding value of milk and butter. The slogans "Bread and butter," "There is no substitute for butter," should be proclaimed in every household. Publicity identifying the high cost of feed, the indifference and independence of labor, the scarcity and high cost of milch cows, and the alarming increase in the price of dairy machinery and equipment of every sort ought to educate the public mind as to the justice of the farmer's claim that at least he must have a new dollar for an old one in the transaction. Publicity that would identify the enormous overhead charges that every dairy farmer must meet; the loss through tuberculosis, Bang's disease, shy breeders; low producers and other congenital causes that are enormous, the unreasonable demands and annoyance of incompetent inspectors, boards of health or city authorities, and other professional agitators not only provokes the temper of the producer, but creates an atmosphere that is rapidly becoming unbearable. Publicity ought to reveal the conditions as they are, and we all know that they are bad enough without a single instance of exaggeration. When such a dignified organization as the Congress of the United States can be swayed, influenced and prompted to action through the agency of publicity is it not reasonable to expect that this same weapon will bring to the dairyman the same kind of relief?

Value of Publicity.—Publicity is quite as much an item of importance to the breeder of dairy cattle as it is to the producer of dairy products, or the merchant who dispenses merchandise. The old adage, "If your business is not worth advertising, advertise it for sale," might be translated to read, "If your herd is not worth advertising, advertise it for sale," regardless of whether the buyer should be a fellow breeder or the butcher. There may be difference of opinion as to just how publicity should be promoted, but there can be no controversy concerning its importance and economic value. Records of production properly authenticated by the agencies now available for such purposes are without a doubt important factors in giving publicity to the dairymen's achievements. Carefully compiled and authenticated records comparing the cost of feed prevailing at the present moment with that which obtained a year ago ought to show, and will show, that the price of milk has not increased in proportion.

Getting Down to Actual Costs

The following figures show the actual cost of milk production, and the increase during the past three years.

They are taken from figures compiled by the New Jersey Farm Demonstration Exchange and relate to Sussex County, N. J., which is one of the best dairy counties in the United States. It is an old-settled region, the producers are intelligent and they keep well-bred cows. Following are the figures:

Cost of milk production per cow and per quart in Sussex County, N. J., for 1914, compared with that for May 14, 1917, in 160 herds having 3866 cows.

Items	1914	1917
Concentrates	\$38.66	\$69.59
Roughage (hay, silage, stover)	31.53	37.84
Pasture	8.00	8.00
Man labor	27.03	40.54
Horse labor	3.35	5.03
Dairy equipment	.45	.50
Housing, cost, interest, depreciation and insurance	8.19	8.19
Taxes per cow	.75	.75
Interest per cow	4.10	6.50
Depreciation, less value		

of calf	3.56	3.56
Miscellaneous	1.55	1.55

Total cost per cow	\$127.17	\$182.05
Value of manure for 8 months not in pasture	10.00	10.00

Average annual cost of keeping a cow	\$117.17	\$172.05
Cost of milk per quart for cows giving 3019 quarts per year	3.89c	5.53c

Cost of Feeds (per ton) and of labor, and value of cows upon which above figures are based:

	1914	1917
Hay	\$15.00	\$18.00
Stover	10.00	12.00
Ensilage	5.00	6.00
Concentrates	30.00	55.00
Labor per man per month, board and room	37.00	55.00
Value per cow	82.00	130.00

Interest charged at 5 per cent.

It is thus seen that the cost of milk production has increased nearly one-half, while the price received for the milk has not increased in any such proportion. Northern Jersey, in which Sussex County is located, is specially adapted to dairying, and is probably better for this branch of farming than any other.

We Recommend LIBERTY BONDS

You can save and serve your country by the purchase of a Liberty Bond. 3½% interest paid semi-annually by the United States Government. Good as gold; exchangeable for cash, any time. A safe, profitable and patriotic investment. Send us your application for a \$50, \$100 or \$500 Bond.

SOW THE SEED OF SAVINGS NOW. The harvest will be yours when needed. A savings account is extra help that works for you and pays you annual interest without effort or attention.

Moreover, it's the emergency fund to protect your farm interests, and enable you to take advantage of every good business opportunity. A dollar when the need is urgent is the dollar which gives greatest service.

Interest on new accounts begins first of each month. Every convenience and service for the depositor. Pay us a visit.

LIBERTY TRUST COMPANY
Cor. Court and Washington Sts., Boston, Mass.
Opposite the Old State House.

July 15 Day of the Milk Producers' Test

Principles for Which the N E M P A Stands Will Be the Issue Between Dealers and the Organiz- ation--Plans Made for a Great Fight, Yet Hope Prevails the Contest May Be Averted

July 15 is the day of days in the milk business of New England.

There will be no side stepping or delay.

It is then that the dealers will acknowledge that the farmer fixes his price on his products, after carefully considering market conditions, or, by fighting the organization, will try to establish that the middle man establishes prices, both what producers shall get and what consumers shall give. If it comes to that, we must meet the issue.

Producers will want to know just how a fight will be managed. Too much detail cannot be publicly given.

All New England has been divided into production districts. A leader has been assigned to each district. In case of fight each leader will open an office at a point already selected and will get in touch with county and local presidents and secretaries in his district. Each leader has been furnished detailed information as to creameries, cheese factories and other outlets besides the city dealers.

Every effort will be made to market milk and cream during the fight.

Separators will be established where community skimming

can be done. Butter and cream storage facilities available will be used.

Every local president and secretary will be asked to report daily to the district leader. Each leader will report by wire to the central office and a daily news letter will be sent to every county and local president and secretary from the central office.

Association contracts will be open for signature at the central and market association offices. As fast as dealers sign up to pay association prices milk will be released to them. Care will be taken to see that big dealers do not gain an advantage through small dealers getting an over supply.

The rights of consumers and the laws of the country and states will be carefully observed.

If the fight comes, a detailed statement of all arrangements will be sent to every local and county office. New England is organized as never before. It will be a fight the nation will watch. The old battle cry of "Stick" will be revived.

The N. E. M. P. A. does not want to fight. But, if necessary, it will fight and it will fight fast and hard and fair.

AND IT WILL WIN.

Remember July 15.

An Answer to "A City Man's Complaint"

A CITY MAN'S COMPLAINT.

(From the Boston Globe)

O, Mr. Herbert Hoover, just as soon as you are hired, Come over here to Boston, where your work is much required; The price of milk is going up to sixteen cents a quart; The farmer and the middleman have city dwellers caught.

The farmer pleads the price of grain, the middleman the freight, And soon they'll blame it on the war, if we will only wait; But, honest, Mr. Hoover, if they put the price much higher, Poor city men will yield the ghost and mournfully expire.

They gouged us all last Winter, when they raised the price of meat; We hardly had got used to that when skyward went the wheat; Potatoes, onions, cabbages—the species grew extinct— They hanged us high, they bled us dry, one can't be more succinct.

O, Mr. Herbert Hoover, you are badly needed now, For soon museums only will display the species cow; We wonder, when the milk is gone, and we stand on the brink Of rivers, if they'll raise the price of water we must drink. Boston. W. L. Dougherty.

THE ANSWER TO "A CITY MAN'S COMPLAINT."

By Chas. R. Brown.

It's bad, too bad, too devilish bad, That Dougherty should pay Enough for milk to buy Old "Boss" Her three square meals each day!

Why, can it be that old Bill Jones Out yonder on the hill Won't drudge from early morn till dark This city man to fill.

With purest milk, the best of foods, The product of his land, At less than cost to raise the stuff, Less interest on demand?

Old Bill's a Patriotic Cuss And sure will do his part, From planting Spuds to stopping balls Aimed at his staunch old heart.

Where'er his Country needs him most He's ready to respond, At home a-fighting tater bugs Or trenched beyond the Pond.


But when a Gink like Dougherty Comes round and asks of Jones To keep his wife and children Worked down to "skin and bones"

That city man may sport around In limousine so fine, HIS wife in silk and diamonds, Old Bill he draws the line.

And says that Dougherty may go May go right straight to —well, To where the water costs too much And there's no milk to sell.

So, Mr. Herbert Hoover, come— Come quickly as you can, For old Dame Boston needs you now To squelch this sort of man.

This chap who thinks the world was made That only HE might live, Who always wants to GET the price And always hates to give.

Wise Bees Save Money—Wise Folks Save Money	
Interest Begins JULY 10	Interest Begins JULY 10
	
"Money makes money and the money money makes makes more money."	
Send for Circular, "A Savings Bank Account by Mail"	
HOME SAVINGS BANK	
Incorporated 1869	
75 Tremont Street, Boston, Mass.	

Use B-K THE DISINFECTANT

PROTECT YOUR DAIRY PRODUCTS --- PREVENT CALF SCOURS

A powerful germ and odor-killing fluid. Assures the production of pure milk and the sanitary handling of all dairy products.

Clear as water, free from oil or sediment, does not discolor floor or utensils. Contains no poison or acid. Will not taint milk products by either taste or smell. Ten times as powerful as carbolic acid.

KILLS BACTERIA

Laboratory tests have proven B-K's great power to destroy disease germs and bacteria which cause decay and odors.

It sterilizes utensils and containers and prevents spoiling and off flavors of dairy products.

Simple and practical, mixes freely with water of every temperature, making the work of deodorizing and purifying easy and rapid.

It is more effective and less expensive than steam as ordinarily used. A barrel of dilution made at a cost of from 10 to 15 cents. Requires no extra labor.

FOR THE DAIRY AND BOTTLING PLANT

It is the ideal disinfectant and deodorant for stables, washing cows' udders, purifying milk pails, cans, milk bottles, milking machines, tanks, conduit pipes, washing separators and for deodorizing floors and drains.

GENERAL FARM USE

Cures contagious abortion and calf scours. Excellent for hog sanitation. Its many and varied uses about the farm are detailed in our illustrated booklet, "Better Milk." It's yours for the asking.

B-K is sold with a generous guarantee for strength and bacteria-destroying efficiency. If you do not find it exactly as represented, we will refund your money.

Put up in 1-quart and 1-gallon jugs and in 5-gallon demijohns. Shipped in light, serviceable boxes, well packed.

1 Quart	\$1.00
1-Gallon Jug	2.50
5-Gallon Demijohn	11.00

HENRY E. WRIGHT & SONS, Incorporated

Manufacturers of a Time Tested Line of Superior DAIRY, CREAMERY AND FARM EQUIPMENT

12 SOUTH MARKET STREET, BOSTON, MASS.

Publicity to Benefit Milk Producers

Systematic Campaign Would Prove of Much Benefit to Great New England Industry

Rightly directed publicity is one of the most forceful levers in the business world. Printers' ink sells more goods than travelling salesmen and gigantic markets are created by suggesting to the people that certain goods are valuable for use.

In thousands of directions this value of proper publicity has been accurately demonstrated, and many lines yet remain where its usefulness may be proved. The world has been told many times of the high quality of this or that bacon, has been reminded of the nutritive value of various kinds of breakfast food, has read why one kind of canned soup is preferable to another, etc.—and, reading, the public believes, until it finds evidence to the contrary or is led to adopt a new course by more attractive advertisement.

Yet, as a matter of fact, in the general scheme of publicity and advertising as relating to food products, one of the most important branches of all has been neglected, except in almost isolated cases. Reference is made to

dairy products. Perhaps familiarity has bred contempt. Every one knows about milk and butter and cheese, says one pessimist.

Does everybody?

Yes, to a degree. From infancy to old age, the value of milk as an article of food is recognized.

"Nothing can take the place of butter," is an old-time saying, almost forgotten in the pressure of other advertising which relates to the high quality and superiority of imitations and substitutes of the deservedly popular output of the creameries.

European peoples have discussed the nutritive value of cheese and proved their faith by using it as food in dozens of different forms for many years, while the great American nation has looked on in wonderment and only sat up to take notice when other articles of diet became so high in price as to excite consternation.

Notwithstanding these examples it is a fact that dairy products must be placed in the almost unknown class,

when it comes to the matter of popular practical acquaintance with the economy, nutritive values and hygienic importance for foods of goods which trace their origin to the humble cow.

Until recently very little attention has been paid to telling the public about dairy products and the movement in that direction which started in Chicago has not yet reached the East, speaking generally. In other words there has been in New England no broad, organized effort to feature the advertising and to develop plans of publicity which will convince the public that a more general use of products from the dairy means economy and health.

It is stated that a man who devised a breakfast food from corn has created so great a demand for his goods that he receives \$62 a bushel for the basic element, while the cost of manufacture and packing and publicity was merely nominal, once the boom started.

A certain product of wheat, popularized by publicity and hygienic methods in manufacture, returns \$38 per bushel for the principal constituent and the publicity expense is figured at a very low rate.

Some years ago a brand of tomato ketchup was very extensively advertised. A friend of one of the members of the firm commented on the enormous amount that, in his opinion, was necessary to carry on so vigorous and widespread a campaign. "The aggregate sum is large," said the ketchup man, "but it figures up to only 1-3 of a cent of each bottle of ketchup that sells for 25 cents a bottle at retail.

The manufacturers of a branch of farm implements keep their names constantly before the agricultural public and their advertising expenditures have grown to an enormous sum annually. The goods are sold widely, however, and members of the corporation state that the advertising appropriation amounts to only 2 per cent. of the gross sales.

Dozens of similar instances might be cited. All go to reiterate one truth: "It pays to advertise."

Plenty of opportunities exist for a public campaign pointing out the value of milk as food, both in the matter of economy and nutritive advantage. Not only printers' ink should be utilized, but, as well, every feature of the numerous methods used to catch the people's eyes and interest the people's ears. Newspapers should be used, and also public meetings, moving pictures, trolley cars, travelling cards, etc. All will help. The aggregate sum necessary to expend may seem large, but when divided on a basis of individual percentage apportioned to the increase of business the actual expense will prove infinitesimal.

The milk producers of New England should not lose sight of the value of such a campaign. It will increase the sale of their product, result in greater popularity, bring about an improvement in quality and make profits larger and steadier.

The plan is worthy of careful study and development, and, later on, the New England Dairyman contemplates telling its readers how some of the methods may be best carried out.

What Does Milk Cost YOU?

Producers are Requested to Send In the June Blanks Promptly, in order that Records May be Complete.

How much does a quart of milk cost?

Instantly a consumer in a big city replies: "Eleven cents a quart."

Milk Producers' Association want to know what it costs YOU.

Therefore, will each member of the New England Milk Producers'

er to do to help get a reasonable price. Don't sit back and kick. Keep records of costs and be prepared to back up the association by proving

To the New England Milk Producers' Association,
No. 26 Broad Street, Boston, Mass.
What My Milk Cost Me During the Month of July, 1917.

Record of Production and Expense.

- | | |
|--|---------------------------------|
| 1. Number of cows | 2. Average yield |
| 3. Cost of grain | 4. Cost of other feed |
| 5. Total cost of provender | 6. Total cost per cow |
| 7. Cost of help | 8. Value of personal time |
| 9. Total cost of labor | 10. Cost of labor per cow |
| Total cost of production | |
| Total cost of production per cow | |
| 1. Number of quarts produced ... | 2. Number of quarts sold |
| 3. Amount received for milk | 4. Value of milk not sold |
| Total value of production | Net profit or loss |
| Name of Producer | |
| Address | |

What does milk cost the producer per quart?

Not many dairymen know. Some have kept books and can accurately state the actual cost; more have not the slightest idea.

Among those who keep books there is a wide variance. It is next to impossible from individual data to arrive at a definite figure which will answer in all cases.

The officials of the New England

Association keep a record for June and fill out the following blank and forward it to the association, No. 26 Broad Street, Boston. It will help each and all.

These blanks will be called for July 1. Farmers are complaining that the price of milk does not cover the cost. Well, what is the cost?

What must you get to cover your cost?

There is something for every farm-

that you ought to get more. Please fill out the blank.

Make Your Milk Check Bigger

Increase milk production by feeding silage. Get the silos used by the U. S. Gov't, the latest improved, perfectly built and storm-proof

HARDER SILOS

Send postal for the new free book, "Saving with Silos," written by recognized authorities on silage production and feeding. A valuable authoritative dairy guide. Free.

HARDER MFG. CO.
Box 31
Cobleskill,
N. Y.



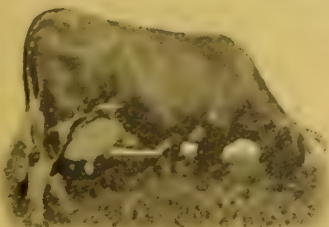
In Every
Package of
Wyandotte
Dairyman's
Cleaner and
Cleanser.

Your State Dairy College recommends Wyandotte Dairyman's Cleaner and Cleanser as does every other State Dairy College. Should you not be using this valuable material, ask your dealer or write your supply man.

THE J. B. FORD CO.
Sole Mnfrs., Wyandotte, Mich.

This Cleaner has been awarded the highest prize wherever exhibited.

IT CLEANS CLEAN.



\$81.86 PROFIT PER COW PER YEAR
over a period of 7 YEARS is the average of
A GRADE GUERNSEY HERD
IN WISCONSIN

IT WAS THE GUERNSEY BULL THAT DID IT

Write for our free booklets about GUERNSEYS
THE AMERICAN GUERNSEY CATTLE CLUB
BOX M P PETERBORO, N. H.

Butter Much Higher Than Last Year

Figures are decidedly interesting and some persons have been heard to say that they do not lie. If that is so, then one set of them furnishes incontrovertible proof that milk is worth much more this year than it was a year ago. Those figures are the comparative prices shown by the Boston Chamber of Commerce quotations during the six months of 1916 and 1917. Now Chamber of Commerce figures are not always dependable

for buying and selling purposes at the time they are made, but for purposes of comparison and as representing the actual state of the market they are immeasurably superior to any others. These butter prices speak for themselves:

DAIRY BUTTER

	1916	1917
January	23 cents	32 cents
February	23 cents	30 cents
March	25 3/5 cents	30 1/4 cents
April	28 cents	38 cents
May	28 cents	missing
June	26 cents	33 cents

CREAMERY BUTTER

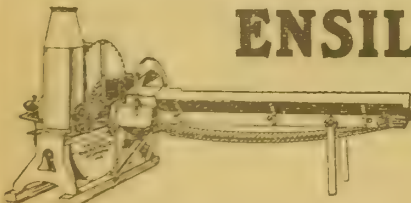
	1916	1917
January	32 cents	38 3/10 cents
February	32 cents	39 1/4 cents
March	34 3/10 cents	39 3/4 cents
April	35 7/8 cents	44 1/4 cents
May	31 2/5 cents	40 1/2 cents
June	29 3/4 cents	40 cents

It may have been the war, it may have been a scarcity of grain, it may have been the high cost of labor, it may have been a shortage of money—a thousand and one reasons may be offered by interested parties as to the reason for the higher price for

IDEAL SILOS



Made of Long Lived, Long Leaved Florida Pine with long staves, having only one splice in 36 foot height or under, all of which makes long value for and long friends of our customers. Ideal Silos Last and Last and Last BENNETT BROS. CO. LOWELL, MASS.



ENSILAGE CUTTER

7 H. P. Saxon

KEROSENE

Engine with Magneto

"Money-Maker" Ensilage Cutter, for 30 foot Silo, complete, with belt, \$297. The best operating Kerosene Engine we have ever seen.

This same Outfit comes with Gasoline Engine at materially less price.

Send for Blower Catalog D-56

BRACKET, SHAW & LUNT CO.

62 N. Washington St., Boston, Mass., and Somersworth, N. H.

Regarding Burrell Milking Machines

"CAN YOU GET AS MUCH MILK BY MACHINE AS BY HAND?"

"Yes, Bulletin 353 answers this question. The records there given are by far the most extensive that have ever been gathered."

"Milk drawn through machines cared for in this way is cleaner and freer from bacteria than hand drawn milk."

"We have had no more trouble with garget in the Station herd in the case of machine milked cows than in the case of hand milked cows."

"FINAL WARNING"

"The labor shortage has caused and will cause machines to be put upon the market which are intended to sell rather than to give satisfaction. Deal only with responsible firms whose business reputation is worth more to them than the few thousand dollars which can be gained by selling a few milking machines."

THE ABOVE QUOTATIONS WERE TAKEN FROM CIRCULAR NO. 54 ISSUED MAY 10, 1917, BY THE NEW YORK AGRICULTURAL EXPERIMENT STATION, GENEVA, N. Y., WHERE BURRELL (B-L-K) MILKERS HAVE BEEN IN REGULAR USE FOR MORE THAN TEN YEARS.

Write us for particulars or ask us to send our representative.



P. R. Ziegler Co.

7 Merchants Row

BOSTON, MASS.

butter, but one firm, unmistakable, incontrovertible fact stands forth—butter was higher and milk and cream to make into butter were worth more. That is the situation today.

A CENTURY OF SUCCESS.

LADY POOR'S PURE PILE OINTMENT

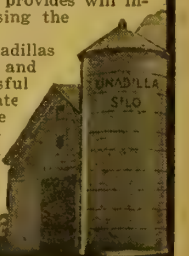
Brings prompt relief if you have itching, burning or smarting sensations on the face, scalp, arms, legs or any part of the body. At your Druggist or direct from us for 25 cents.

The James W. Foster Co.,
Manufacturers Bath, N. H.

KEEPS Milk Checks High Feed Costs Low.

When forced feeding is most necessary, then can a Unadilla Silo prove your independence of the feed man. The economical, succulent food it provides will increase profits by increasing the milk flow.

From coast to coast Unadillas are faithfully serving and saving for most successful dairymen. County, State and National officials have from time to time decided on the Unadilla. In each case the Unadilla won out for quality, simplicity, durability, convenience. Learn why by sending for cat.



Unadilla Silo Co., Box X, Unadilla, N. Y.

Everything For The Dairy

MILK CANS

N. Y. PATTERN
20 Qt.—40 Qt.

Milk Coolers, Churns,
Butter Workers

Manufacturers of the

UNITED STATES CREAM SEPARATOR

Selling Agents for the famous "Perfection" Line manufactured by

J. G. Cherry Co., Cedar Rapids, Ia.

Pasteurizers—Combined Churns and Workers—Friday Butter Printers, Can Dryers, Washers and Sterilizers—Sanitary Fittings, etc.

Modern, complete equipment furnished and installed for creameries and dairies. Send for complete information.

Vermont Farm Machine Co.

BELLOWS FALLS,
VERMONT

More Money For Your Work

Mr. Dairyman, you want more money for your work, don't you? You deserve it. You earn it. A man who spends the best part of his life in the business of making market milk deserves a good recompense for that service.

We hope the time is near at hand when milk can be sold on the basis of its relative food value. When that time comes, when the public comes to recognize the important place of milk and its products in the economic plan, then the price of milk will go up to its proper place in the scale and the dairyman will receive full value for his labor. Education will bring this about, and we should all recognize the importance and the necessity of working together along that line to such a conclusion.

We know that the Holstein interests of America are very much alive to the necessity of such a campaign of education. The Holstein-Friesian Association of America recognizes the dairyman's fight for better conditions as its own, the dairyman's problems as its problems and the dairyman's welfare as linked inseparably with its own future.

The Holstein-Friesian World, a spokesman for 30,000 Holstein breeders of America, is naturally interested in the problems of the dairyman with Holsteins. Every week it brings a message of help to him. It tells what the other fellow is doing to win success. It tells how and where to go to get better stock to work with and how to feed them. It is a leader among dairy papers, because it deals with leaders only among cows and men.

Frankly, we want to help you, Mr. Dairyman. We can help you, too, in these ways: We can keep you in touch with the work of the Holstein-Friesian Association in its campaign for better dairy conditions. We can give you the experience of others who have met and overcome the same problems that confront you. We can give you the best advice on feeding and breeding. We can do these things, we say, because we are in close touch with the leaders of dairydom.

Here's one BIG thing we have done to prove it. We ran last year a series of articles on feeding dairy cattle by Prof. E. S. Savage of Cornell University. This series was an instant success. Experienced men wrote us of the help these articles gave them. They like them because they are practical. They apply to every dairyman's business.

The World printed these articles in book form in response to a demand for their preservation as a work of reference. The book has nearly 100 pages—beautifully printed and freely illustrated. It is authentic and practical—the last word on feeding dairy cattle by an acknowledged expert. We printed a copy for you and we are going to give it to you with our compliments if you think enough of the Holstein-Friesian World, after what we tell you about it, to send us a dollar and receive a copy every week for a year. We will guarantee you satisfaction. If you are not satisfied just write us and get your dollar back. That's

how confident we feel of the ability of the World and the Savage Book to please you.

IT'S AS IMPORTANT TO GET THE FULL MEASURE OF VALUE OUT OF YOUR COWS NOW AS IT IS TO GET MORE FOR YOUR MILK. Savage will show you how to do this by feeding economically. He tells how to SELECT FEEDS, COMPOUND RATIONS, FEED AND TEST THE COWS, GROW SILAGE CORN, PUT UP HAY, RUN THE DAIRY HERD OVER THE "SLACK SPELLS", FEED YOUNG STOCK AND CARE FOR THE HERD BULL. He is looking at all these questions from your standpoint all the time, too—not as a mere college professor, but as a practical feeder, with a wide range of experience in producing milk for profit. That's the kind of advice you want.

THE WORLD AND THE SAVAGE ARTICLES SATISFIED 10,000 LEADING HOLSTEIN DAIRYMEN LAST YEAR. THEY WILL DO THE SAME FOR YOU.

—GET THIS BOOK FREE—

Use the coupon and do it today. This offer will be withdrawn within a very short time. We will be glad to send you a sample copy and answer any questions you ask regarding the World and the Savage Book. But you don't have to wait. Get your's now, and, if you aren't satisfied, tell us and get your money back.

Holstein-Friesian World

SYRACUSE

NEW YORK

SEND THE COUPON TODAY

HOLSTEIN-FRIESIAN WORLD, Syracuse, N. Y.

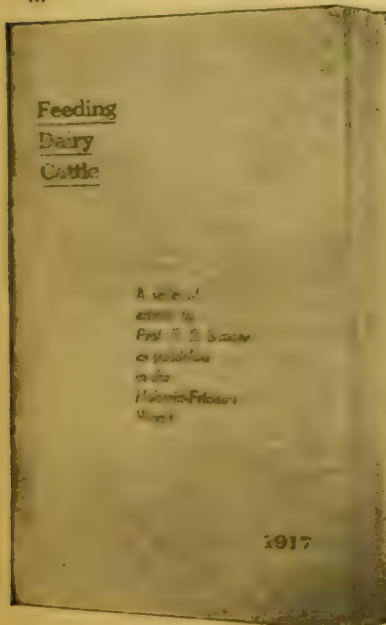
Enclosed find \$1.00. Send me the World for a year and the Savage Book free post-paid.

Name

Address

State

N. E. D.



Record Price of \$53,200 Paid for Holstein Bull Calf

The greatest recognition ever accorded the virtues of Holstein-Friesian cattle, and the keenest appreciation of their value, was evidenced at the auction sale held at Worcester, Mass., June 7 & 8.

A Holstein bull calf brought the record price of \$53,200. A Holstein calf sold for \$18,300 and a Holstein heifer for \$18,000.

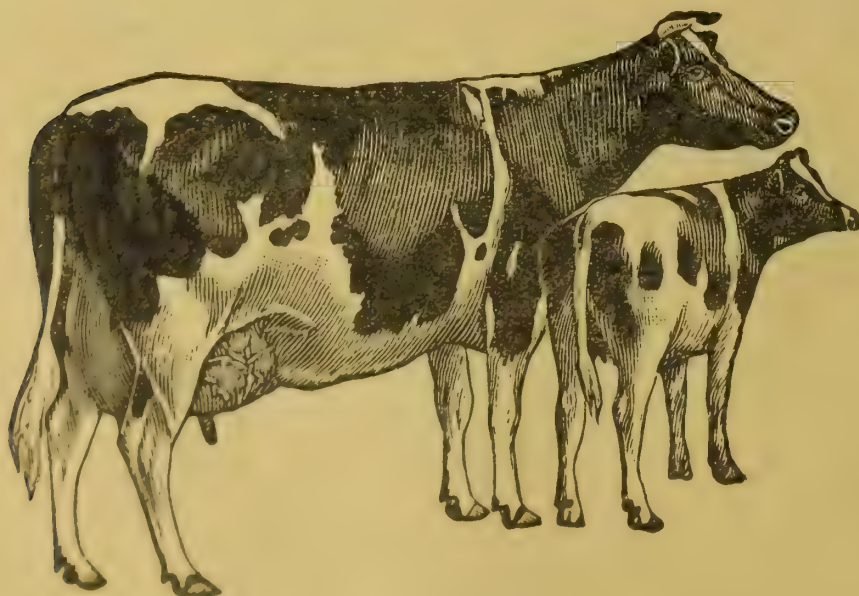
143 animals brought a total of \$296,470 or an average of about \$2,073 per head.

In 1916, in Detroit, Mich., 140 animals sold for an average of \$1,173 per head.

This great increase in selling values of Holstein cattle is evidence of their growing popularity, everywhere; partly due to Holsteins raising all world's 7-day records, for milk and butter, during the past year.

If you have pure-bred stock, a Holstein calf each year will add, materially, to your profits. Holstein calves, as you will note by above figures, have a value much greater than calves that are raised or sold for beef.

Every farmer and dairyman interested in the problem how to produce more and better milk for market, will find a happy solution in the "Black and White" cow. Holstein cows milk longer and give greater quantity than any other breed. Comparative tests have proven the Holstein supreme in productiveness.



Holstein-Friesian Association of America

F. L. Houghton, Sec'y.,

300 American Building,

BRATTLEBORO, VT.

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association

Volume 1. Number 5.

BOSTON, MASS., AUGUST, 1917

50 Cents Per Year

Completing Arrangements for Seven Cent Milk August 1

The preparation of this announcement has been delayed to the last moment in the hope that the revised schedule of prices for milk effective August 1 could be announced.

There are so many complications entering into the price revision that a complete announcement is impossible. It will be made in the next issue of the New England Dairyman. The revision to become effective August 1 is the most sweeping change ever made

in the marketing system of dairy products in New England. It involves four principal points.

First—The dealers agree with the association that all milk bought of its members shall be governed by uniform business practices. It eliminates discrimination between localities. Milk is bought on the basis of delivery at the market with certain deductions to cover the costs of getting it to those markets. The arrange-

ment of these deductions is the difficulty in preparing the schedule. The association insists upon uniformity. The dealers accept this proposition.

Second—The basis of prices for milk delivered in Boston is 7 cents per quart at the public delivery track in the city.

Third—The dealers agree to work with the association in extending the system of prices based on quality, and

to reduce the required standard upon which the 7 cent price is based to that quality of milk required by the laws of Massachusetts.

Fourth—To accept orders in favor of the association, signed by its members, for the payment to the association of such amount as the members direct, which sum will cover each member's part of the cost of maintaining the organization.

(Continued on Page 2.)



AFFAIRS ON THE OLD FARM ARE LOOKING UP

Completing Price Arrangements

(Continued from Page 1).

An overwhelmingly important matter in the acceptance by the association of slight additional country costs other than freight is the announcement by the Hoods that, if accepted, they will not raise the price of milk to the retail trade during the month of August, if at all. It is tremendously important that the public sentiment continue favorable to the producers and that there be no curtailment of consumption.

The producers do not want to raise the price to the consumer so high that he will not buy. If the Hoods do not raise, others probably will not. It will be a splendid thing for the N. E. M. P. A. if, without sacrifice of an iota of its demands, other than the assumption of slight costs, it can get a big net raise in price to producers without an advance in city prices.

Here's hoping it can be done.

A price schedule worked out in detail will be delivered to every president and secretary before August 1. The advance the August prices will be in any locality cannot be exactly

stated, present prices vary so much. The tabulation to be published in the next number of the DAIRYMAN will show, as nearly as it can be figured, the increase in each zone. It will be a price higher, probably, than was ever paid for milk in New England before; higher than is paid to the farmers supplying any other market in the country, and will make a price for the summer six months higher than was paid for the winter six months.

The association will not crow over the victory. The price to be received does not represent the cost of making milk in New England. It must not be accepted as a final readjustment. The system to be established is a greater victory than the price to be received. The Association is frankly disappointed in not being able to get a higher price effective July 1 but it is decidedly pleased to be able on August 1 to get a complete revision of the market system, coupled with an advance in price. It is up to us now to double our membership and get ready for October 1.

Mass Meeting of the Dairy Industry

To Be Held at Columbus, O., Oct. 22, During the National Dairy Show
---Features of the Gathering.

A mass meeting of the dairy industry will be held Monday, Oct. 22, 1917, at 10 o'clock A. M., in Memorial Hall, Columbus, O., during the National Dairy Show.

Appended are some of the points featured in the circular which calls attention to the meeting:

Men of the dairy industry, you are now seriously called upon to help provide the people of the world with the most competent, life-sustaining and energy-building foods that God has given to man—the products of the dairy.

There are many problems to be solved in the production and manufacture of dairy foods under war conditions, and we must all be equipped to meet any crisis that may arise.

The cost of cattle feeds, the question of labor, are all-important topics and we must be prepared to present our united case to the government authorities, that we may be enabled to so engage in our business as to insure our providing a world's supply of man's most wholesome and wholly nourishing food.

The meeting will be addressed by men of national and international reputation, men who are practical successes in various branches of our industry, and by the nation's men who

are studying the food problems of the world, and you will be helped by hearing them.

Arrange your affairs to be in attendance. Bring your family and be prepared to give of your counsel.

This meeting will give new meaning, new majesty, new dignity and increased self-respect to your work, and it will help you by putting you in closer touch with what is expected of you as a loyal citizen of your country.

The manufacturers of dairy products and distributors thereof have many serious matters to adjust to help conserve the industry. Therefore, it seems wise and patriotic that we hold council together to discuss our wonderful business in the new light of our country's present and future needs.

This call is issued to every branch of the industry—the cattle breeder, the milk producer, the milk distributor, the creamery operator, the ice cream and cheese manufacturer, the prepared milk industry and the machinery interests.

Every man, woman and child connected with the industry in any manner is welcome, and will be helped by the work of the meeting.

Bumper Crops May Not Bump

Figures Show That Country Should Produce Much More Than Even Highest 1917 Estimate.

The despatches sent to the daily papers from Washington about the July forecast of the agricultural department are conveying an absolutely erroneous impression. These statements are comparing the crop of this year with the disastrously short crop of last year, a fundamentally false basis of comparison, for last year was a famine condition year.

The department's forecast of the production of wheat, corn, oats, barley and rye has created the impression upon the minds of the readers of the daily papers throughout the country that we are to have an abundant food supply this year.

This is fundamentally false, and it has a double effect in lessening the intensity of the thought of the need of conservation of food and of preparing for larger crops for next year. With smug satisfaction the country is being taught that it has done well, when, as a matter of fact, we have not begun to measure up to the need of the hour in food production.

The indicated crop of this year, with the exception of one or two items—and these figures may be largely curtailed should unfavorable weather follow—is hardly more than equal to normal years of the past, when the population was much less than it is now, whereas we need a bumper crop of everything simply to fill up the vacuum created by last year's shortage of nearly 1,400,000,000 bushels of grain, potatoes and fruit.

If we were to compare the indicated yield of the leading cereals of the present year with the final yield of 1915 we would have the following startlingly significant figures, and this is the comparison which the government should have made:

	Forecast of 1917 crop.	Actual yield, 1915.
	Bushels.	Bushels.
Wheat ..	678,000,000	1,025,801,000
Corn	3,124,000,000	2,994,792,000
Oats	1,453,000,000	1,549,030,000
Barley ..	214,000,000	228,851,000
Rye	56,000,000	54,050,000
Total ..	5,525,000,000	5,852,525,000
Thus placing the very best con-		

All state, local and national associations of the industry should see that delegates are named to represent them at this meeting, that a complete report may be given those not fortunate enough to attend.

The meeting being held at the same time and place as the National Dairy Show, makes of it an invaluable occasion, and history will be made for the dairy industry at these two meetings.

struction on the possible yield of grain this year, based on the July forecast of the department of agriculture, we are to have 347,000,000 bushels of wheat less than in 1915, with a gain, as a partial offset, of only 130,000,000 bushels of corn, and corn cannot take the place of wheat in this world emergency, except to a limited extent. Moreover, there is a decrease of 96,000,000 bushels of oats and of 14,000,000 bushels of barley.

The net shortage of these five grains, as compared with the yield of 1915, as now indicated, is 327,525,000 bushels.

Had the government report called attention to this startling fact it would have aroused the country to the supreme necessity of greater conservation of foodstuffs and feedstuffs, and to the necessity of preparing for still larger production of everything next year.

In 1915 there were 60,469,000 acres in wheat. This dropped in 1916 to 52,785,000 acres, and the wheat acreage for the present year, notwithstanding a material increase in spring wheat, is only 46,692,000 acres, due to the fact that millions of acres sowed in wheat last fall had to be ploughed up this spring because of winter destruction.

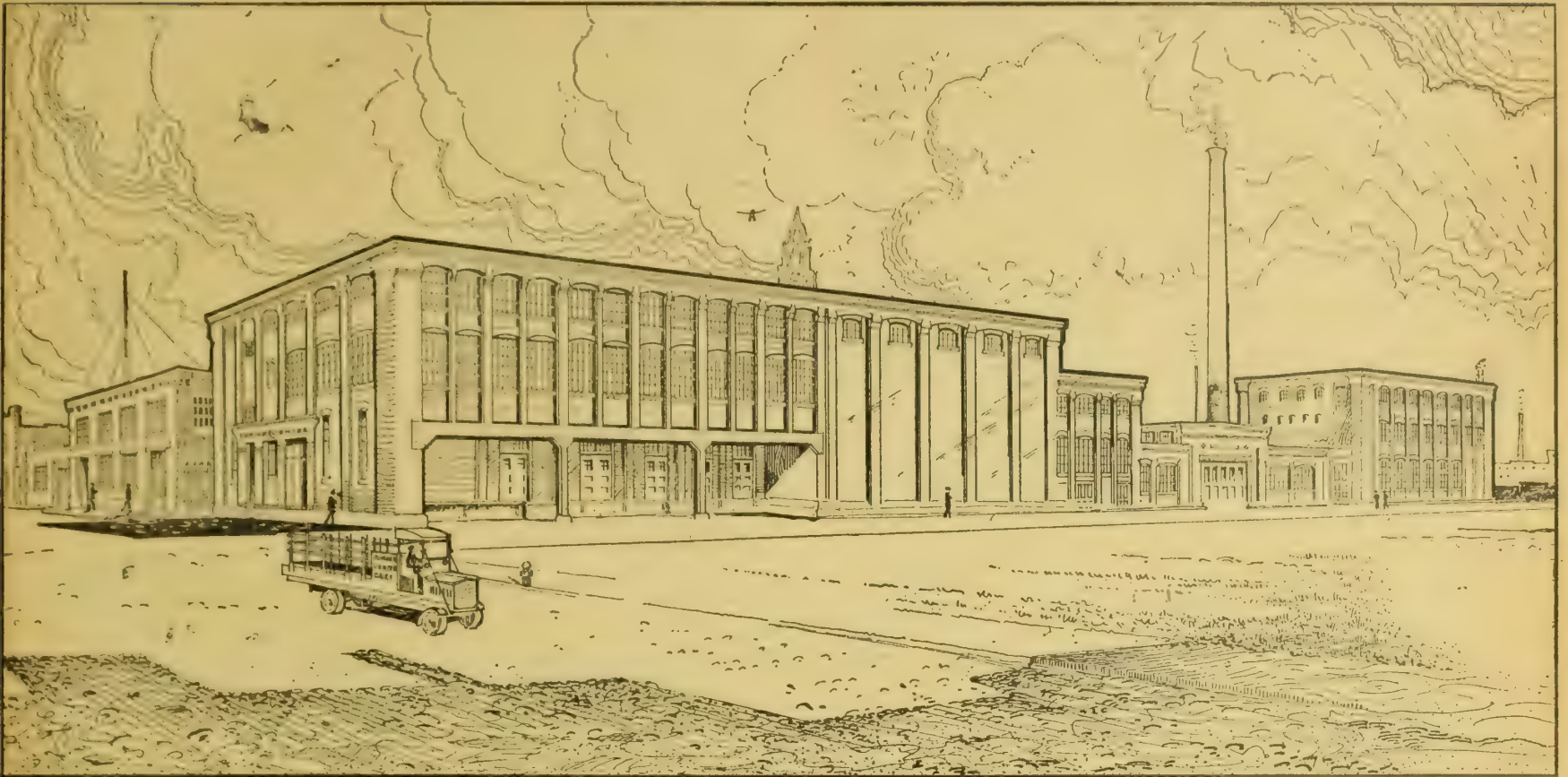
Notwithstanding the boasted increase in corn acreage of 14 per cent. this year, due, in part, to the fact that some of the ploughed up wheat land was put into corn, the total acreage in wheat and corn is 167,700,000 acres, as compared with 166,666,000 acres in 1915, a gain of just 1,100,000 acres, too small to be even considered in the light of the world necessities.

Unfortunately the condition of the wheat on July 1 was 3.1 points lower than the ten year average, and spring wheat was, on July 1, 5.4 points lower than on July 1, 1916, the year in which we had a disastrous failure of spring wheat by reason of weather conditions after July. Moreover, spring wheat on July 1 was 8 points lower in condition than on June 1 of this year. In other words, between June 1 and July 1 spring wheat de-

There will be enlarged demonstrations by federal and state experts at the show this year that will greatly help all of the people of the industry. There is no more patriotic act before you today in the direct interest of our country than dairy cow conservation and development.

The national dairy cattle clubs and national and state dairy organizations join the National Dairy Council in making this call.

Modern Plant for Big Milk Company



New Buildings at Charlestown for the Turner Center Dairying Association---H. M. Haven and Wm. W. Crosby, 40 Court Street, Boston, Engineers

The Turner Centre Dairying Association is to have a fine new milk plant in Charlestown—modern in every respect—and the picture herewith gives an excellent idea of how the structures will look when completed. It is one of the most up-to-date plants in the country, and is to be constructed with the idea of complying with all the regulations and rules imaginable about the sanitary and hygienic handling of milk and other dairy products. It will be the

central distributing station for the association.

The building was designed by, and will be erected under, the supervision of the firm of H. M. Haven and William W. Crosby of No. 40 Court street, Boston, and in the plans arranged no expense has been spared to make the outfit complete and convenient in every respect.

Although the buildings are interconnected, as a matter of description they may be divided into four groups

substantially as follows:

The main building is 170 by 77 feet, three stories in height. The first floor will be used for shipping, the second floor for offices, pasteurizing and holding rooms and cold storage vaults, and the third floor for general storage for supplies, etc.

The machinery and recreation building measures 22 by 77 feet, and is two stories high. The first floor will be devoted to refrigeration machinery and the second will be used

as a kitchen and restaurant.

The garage, 105 by 77 feet, is one story in height.

The stable has an average depth of 50 feet, and is 77 feet in length. It is to be three stories high, the first to be used for housing wagons, the second for horses, and the third for storing hay and grain.

The boiler house has ample coal storage facilities, and will contain two 150-horse power boilers, with auxiliaries. This is 40 by 25 feet.

inclined exactly 8 points, whereas the acreage was only 6 per cent. larger than last year. It therefore depends entirely upon the weather for the next two months as to whether the deterioration in spring wheat which went on during all of June will be reversed and an improvement take place sufficient to give us the yield predicted by the department of agriculture.

The indication on July 1 pointed to a considerable increase in the production of potatoes over 1916. The yield predicted for this year is 452,000,000 bushels, compared with 285,000,000 last year. But it should be remembered that last year gave one of the most disastrous yields of potatoes ever known. As far back as 1912 we had a potato crop of 420,000,000 bushels, and yet we are boasting that, five years later, when there is a famine of potatoes and of every foodstuff, we may possibly raise, if the weather continues good, 452,000,000 bushels—a wholly false and erroneous foundation on which to build a superstructure of faith.

In studying these figures it is

worth while taking the yields of some other years into consideration. As far back as 1906, eleven years ago, when our population was about 20,000,000 less than it is now, we produced, of wheat and corn, 3,662,000,000 bushels, against an estimated yield this year of 3,802,000,000 bushels.

If this year's yield of corn and wheat had increased in proportion to population, as compared with the yield of 1906, we would have raised 4,395,000,000 bushels of these two cereals, or 595,000,000 bushels more than the estimated production.

On the basis of the increase of population since 1906, compared with the corn yield of that year, this year's corn yield should have been 3,512,000,000 bushels, or about 388,000,000 bushels more than the indicated crop of the year.

On the same basis of comparison our wheat crop this year should have been 882,000,000 bushels, or more than 200,000,000 bushels in excess of this year's prospective yield.

It may be interesting, in order to give some illustrations of how far short our wheat crop has fallen of

our necessities, to note production of a number of preceding years as compared with this year.

This year's wheat crop, of a prospective yield of 678,000,000 bushels, is 70,000,000 bushels short of the crop of 1901, or sixteen years ago.

It is 57,000,000 bushels short of the crop of 1906, or eleven years ago.

It is 52,000,000 bushels short of the crop of 1912.

It is 85,000,000 bushels short of the crop of 1913.

It is 347,000,000 bushels short of the yield of 1915.

Let us look at the matter from the basis of per capita production of the two chief cereals, wheat and corn, merely to get a fair idea as to the yield per capita in two years, 1896 and 1902, as compared with 1917, one fifteen years back and the other twenty-one years ago.

In 1896 the total production of wheat and corn was 2,710,000,000 bushels, or 38.5 bushels per capita.

In 1902 the aggregated production of the two was 3,193,000,000 bushels, or 40.3 bushels per capita.

In 1917 the estimated yield as per

July 1 forecast is 3,810,000,000 bushels, equal to 36.4 bushels per capita, or 3.9 bushels per capita less than the average of twenty-one years ago, when we had no war and no abnormal conditions to face.

Will the nation heed the meaning of these facts before it is too late?—The Manufacturers' Record.

Dairymen will gain justice through organization, not by individual effort. Join the N. E. M. P. A.

Read The New England Dairyman.

Wise Bees Save Honey—Wise Folks Save Money

Interest
Begins
OCT. 10



Interest
Begins
OCT. 10

"For age and want, save while you may.
No morning sun lasts all the day."

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK

Incorporated 1869

75 Tremont Street, Boston, Mass.

THE New England Dairyman

Published monthly by the New England
Milk Producers' Association

In Behalf of and for the Benefit of the
Members of the Organization

Subscription Price—50 cents per year

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Board of Directors:—
Frank W. Clark, chairman, ex officio.
Richard Patten, secretary, ex officio.
L. E. McIntire, Maine
W. D. F. Hayden, New Hampshire
Heman Stannard, Vermont
Elmer M. Poole, Massachusetts
R. A. Sikes, Connecticut
E. H. Theinert, Rhode Island
Dr. George R. Little, New York

Application made for entry as second class
mail matter.

PUBLIC SAFETY SURVEY.

Upon representations made by the N. E. M. P. A., to the special committee of the Massachusetts Committee of Public Safety and to others, it was decided that an investigation of the dairy industry should be made in the territory supplying Massachusetts with milk, to determine the cost of making milk, and whether, as a matter of public safety, action should be taken to insure a permanent supply.

This, being an interstate proposition, was turned over to the Boston Chamber of Commerce, which, in conjunction with the public safety committees of Maine, New Hampshire, Massachusetts, Vermont, Connecticut, Rhode Island and New York, the agricultural colleges in these states and the federal department, conducted a survey by trained investigators during the latter part of June and early July.

The figures obtained are not yet available for publication. When they will be published, if at all, is uncertain. We believe, however, that having been made at public expense, in part at least, these figures are not the private property of the chamber of commerce, and, if they are not given publicity within a reasonable time, an effort will be made in justice to the producers and to the consumers to have them published.

Our knowledge of production costs gained through cow test associations, college reports and the experience of dairymen, convince us that any current survey will show that milk delivered in the Boston market costs more than the price now demanded for it.

It is our judgment that a cow must produce at least 6,000 pounds of milk per year to pay her way at 7 cents per quart for 2.5 per cent. milk less freight to Boston market from the average distance milk now comes.

It is our judgment that the average cow in New England produces nearer 4,000 than 6,000 pounds of milk per year. There are nowhere near enough cows in New England that can produce it, even at 7 cents

per quart less freight to Boston, to supply that city with milk. It must depend on cows of much less production.

We believe that efficient dairying should show a reasonable profit; ordinary dairying, the kind on which the cities must rely for milk supply, must at least break even; inefficient dairying ought not to pay.

Let us have the figures gathered this summer, probably the best now in existence. Make them public, and the farmers will gladly agree to be governed by what they show.

In this connection, it occurs to us that, if the public is entitled to know what it costs the farmer to make milk, it might be equally entitled to know what it costs the dealer to distribute milk. If the public is entitled to efficient production, it is also entitled to efficient distribution.

If the chamber of commerce, or public safety committee or any one else, wants to know where the money is in the milk business, let them investigate the dairy process from cow to consumer. It would be an illuminating factor in the New England dairy situation to have the facts known with respect to production and distribution costs. We hope the whole story will be told.

THE SMALL DEALER.

We are frequently asked how the association will handle the business with a small dealer.

The N. E. M. P. A. is now a non-stock, non-profit corporation. It has the right and power to enter into contracts, to own property, to sue and be sued. Its attorneys have in preparation a contract, under which, in return for its services and as a part of the purchase price of milk bought of its members, the dealers agree to do certain things. All dealers who buy of our members will be asked to enter into a contract with the organization. Their failure to do so would prevent their obtaining a supply of milk from the members.

It is therefore simply a question of organizing the supply of the small dealer. For that purpose five men who have been at work since the first of February, are now in the territory within 40 miles of Boston where the small dealers mostly get their milk. Very few small dealers go outside of Massachusetts for a supply.

The laws of New Hampshire and Vermont require that any person, firm, or corporation, who buys milk in those states for use in the Massachusetts markets, shall procure sufficient bond to indemnify the producers against loss in the transaction. This bond law keeps small and irresponsible dealers out of the distant territory.

Massachusetts has no law to protect the producers, it is a part of the work of the organization.

The matter of handling small localities where milk is largely sold by men who make it, direct to the consumers, is somewhat more difficult. Such producers are asked to organize a local branch of the N. E. M. P. A. When so organized they should meet and submit to the N. E. M. P. A. the price at which milk should be sold in

that community. The association will then release the members to sell at the price agreed upon.

This should be the price represented by production.

There is no intent on the part of the association to dictate at what price milk shall be sold to the consuming public, our only intent is to see that the production of milk is a profitable business.

Where a man both sells and distributes, he should charge himself as a producer with the amount per quart that such milk would sell to a dealer. That price would be based on the price he would get for his milk wholesale as a producer, not what he got for it by selling it at retail as a dealer.

This explanation, which may appear difficult on casual examination, will, upon thorough study, be entirely clear, and the plan, we believe, will be workable.

OWNERSHIP OF CANS.

The New England Milk Producers' Association believes that producers should own the cans used in handling milk. Hundreds of farmers will immediately say, "Impossible!" "added costs" and fifty-seven varieties of other reasons.

The ownership of cans is a mighty important matter in marketing milk. So long as dealers own and supply the cans necessary, they control the only way in which the commodity can reach its market. They might almost as well own the cars. The producers' end of the industry is not safe until they are in control of a way to distribute the product, other than through the channels controlled by dealers. It is a variation of the law of competition.

When the leased car was in operation it limited the selling power of the community to the dealer who operated a car or cars in that community. So now the selling power of the farmer is limited to the person who owns and will supply cans in which the product can be transported.

Not only is the present can system wrong in principle, but it is costly in practice. The farmer, whether he knows it or not, pays for the cans used by the dealer and pays for their maintenance. It is all reckoned into the price the dealer can pay for milk. The farmer pays for the cans and keeps them in repair without owning them.

The ownership of the entire can system is a problem that will have to be worked out slowly and with great care. It is, however, possible to take the first step in sections where milk stations or country plants are maintained at shipping points. In such cases, the farmers bring their milk to the shipping station where the cans are emptied, washed, and immediately returned to the farmers. These cans are all the time in the possession of the farmer; he should own them.

It is probable that this system, which is already in operation in New York and throughout the West, will be put into effect immediately in New England. If it is done, it will be necessary to buy or to lease cans now

owned by the dealers, as such cannot be bought at present in the open market. A nominal rental sufficient to keep such cans in repair and to replace them when worn out, might be the best arrangement for the present in the "old line territory," where milk is largely received at small pick-up stations.

The 8 1-2 quart can has been most used. Under present transportation rates, as suggested in a recent issue of The New England Dairyman, a great saving is made in the use of the 40-quart jug. This is causing the 8 1-2 quart cans to rapidly disappear. In this "old line territory" cans are brought to the station and loaded on the train. It is almost impossible for any producer to receive back the identical cans he sent to the market. Under such circumstances, it may be necessary that a can company owned and controlled by the farmers shall furnish to each one the number of cans he may require at a charge of so much per can.

One of the worst features of the milk business is the carelessness of the producers in the use of tin ware. A reputable dealer recently visited the section where several farmers complained of a shortage of cans. It was sugar-making time in northern New Hampshire, and the dealer found one man had over 60 8 1-2 quart cans in use for sugar-making purposes, while his neighbors were short of cans in which to ship their milk.

A certain number of cans were unloaded at this station, the farmers distributed the cans among themselves, and each took what he claimed to be his allotment. This man got ahead of others, had taken more than his share, and used them for other purposes, while his neighbors were obliged to store milk in wash boilers, tin pails and other receptacles, and to complain to the association and, through it to the dealer, that they were not supplied with cans according to agreement.

The only way to safeguard any class of property is to see that title to such property shall rest in the man who controls it. A rented property invariably depreciates, a borrowed one goes faster.

Students of this proposition believe that an economy will be effected by farmers owning the milk cans; that there will be a sense of responsibility now lacking; that a smaller investment will be necessary; that it will help producers gain access to the market which may now be denied them; that in every way ownership by producers is more desirable than the present system, and should be effected at the earliest opportunity, and when effected the farmer should get enough more for his milk to pay for the can service.

DON'T CROW.

A little girl once said, "Don't crow until you are out of the world." She meant "woods," of course, but she made a wise remark.

Milk producers of New England should not be content with what they have already done. It is a big thing to break into the middle of a price-making period, at the very height of

the surplus wave, with a revision as sweeping as that recently arranged with Massachusetts dealers. Nothing of this kind has been attempted in any other section of the country, and under it New England farmers get the highest price for milk paid anywhere, and the average summer price has moved considerably above the average of last winter.

It would not have been possible to do these things without the organization. We have a right to be proud of what we have done, but there is so much more to be done that we can't waste any time with self praise.

There is a motto on our wall saying "Life is one damn thing after another." It is so with the milk business; no sooner has one step been made than we must take the next one. We must not stand still; don't forget what has been done, but don't look backward—look ahead.

It has been hard work to do what we have already. It will be harder work to do what has to be done. What has been done was worth the doing; what must be done is more important. The man or the business that gets anywhere these days doesn't stop to think about the past—he uses it simply as a steppingstone for the future. When a man gets to the point where he tells about what he has done, he has gone past his greatest period of usefulness. The fellow who is always looking ahead to what he will do is the man who counts. An enumeration of plans for the future would be useless. We call the attention of producers to the N. E. M. P. A. program, as laid down in the July issue of the DAIRYMAN. The first of the six undertakings has been accomplished; it now remains to carry out the others. When they are done depends upon the strength of the organization. It is necessary that every president, every secretary, and every member see to it that every non-member is promptly enrolled in the organization. The membership should double between now and October 1.

SOUR MILK.

The Boston dealers who draw milk from a considerable distance complain that much milk is received sour and unfit for use. Large dealers, who formerly operated so-called "leased cars" are loudest in their complaints. It is very likely that the railroad employees who now have charge of milk en route do not give it the care the dealers' employees formerly did. The tendency now is to use as little ice as possible and, if milk goes wrong, to blame it on the farmers for not properly cooling before delivering. If loss occurs it may be the fault of the farmer or of the railroad. It is up to the farmer to do his part by proper cooling before delivery at the car. If that is done, it is up to the railroad to deliver the milk in good condition. The large dealers have agreed to work with the association to make the railroads give proper service, but they decline to receive and pay for milk that arrives sour. This applies to milk received from "pick-up" territory where the dealer has no chance to inspect

milk before shipment. This refusal seems fair and reasonable. It arises through the use of a transportation system generally demanded by farmers. Now it is up to farmers to stand the loss, if they do not properly prepare milk for shipment, and up to the railroad, if it fails to care for it en route.

The association has brought about one adjustment of railroad difficulty and stands ready to aid any member whose milk goes wrong through fault of the road. But producers must do their part by being sure milk starts in suitable condition.

THE MILK WAVE.

July 15. H. P. Hood & Sons represented to the association that they were getting daily six car loads of milk more than they could use as whole milk. They stated that their field men had been instructed not to take on new dairies and asked that the association cooperate in relieving them of their surplus. It would not do for us to take any action intended to create a shortage for the purpose of raising price. But in this case the presence of a surplus hurt the producers without helping the consumers and President Clark and Secretary Pattee authorized the Hoods to take on producers the following circular:

NOTICE.

It is represented to us by H. P. Hood & Sons that they have an over supply of milk which may continue during the next two weeks, and that much sour milk has been received.

The Hood Company has agreed to a revision of price and buying plan as asked by the Association, to be effective August 1.

We request that dairymen curtail their shipments of milk to that firm during the last two weeks in July to the average shipment for May, but be sure what is sent is sweet and clean.

New England Milk Producers Association.

RICHARD PATTEE, Secretary.

This action calls attention to the irregular supply of milk which knocks the bottom out of the market. What hurts is not how much milk is made, but that it is made in such "bunches." In the early summer a milk wave rolls in on the market that creates havoc in the business and does damage that it takes all the rest of the year to repair. It does not help consumers or dairymen to flood the market when it doesn't want more milk. The best authorities claim it costs practically as much to make summer as winter milk. The man who breeds his cows to freshen in the spring, turns them into stimulating pasture feed and so gets a big milk flow, damages the industry without helping anybody. Nature is partially responsible. But the farmer can do a whole lot to overcome nature by proper care in breeding. The only effect a milk wave can have is to break the price the farmer gets. Some way must be devised to control the spring surplus. The best way is not to make it. The next best is not to dump it on the



Two Profits In This Feed



Pay less for feed and get more milk. That is the way hundreds of up-to-date and efficient dairymen are conquering the modern bogey of high cost and small profit.

International Special Dairy Feed

is selling away below the price of corn and oats. It is a far better milk producer than the ordinary grain feed. A cow fed with International Special Dairy Feed will give one to two more quarts of milk daily. Feed it alone or with other home-grown grains at an increased profit to you.

Order Your Winter Supply for Shipment Now

Protect yourself against freight car shortage next winter. Take no chances in the rush then. Our mills are grinding day and night to turn out present orders. See the nearest dealer and order your supply immediately. Remember the name and be sure you order International Special Dairy Feed. Write us today if there is no dealer near you.

INTERNATIONAL SUGAR FEED CO.

Minneapolis, Minn.

Mills at Minneapolis and Memphis

market. Give the dealer an even quantity. Don't give him a surplus that will be cared for in a low price spread over a long period.

PERCENTAGE PAYMENT OF DUES.

We call attention to the correspondence printed elsewhere in this paper between Secretary Pattee and the editor of the New England Homestead. Those who have been connected with former organizations, especially with the old Boston Co-operative Milk Producers' Company, need no urging to adopt the percent-

age system of support for the organization, with orders on the dealers payable to the association.

As suggested in Mr. Sevey's letter, when that system was employed by the old association, it prospered, and, when it was abandoned, it suffered.

This is the same system now used by the New York Dairymen's League and the western milk producers' associations. The dues under this system are practically the same or one-half or one per cent. as that now received by the dairymen's league and

(Continued on Page 6.)

NOW

Is the Time to be Thinking
About Your Feed Re-
quirements for

NEXT FALL

WHILE we are not able to take any further business at the present time, we expect to be ready to make shipments again about the middle or end of October. We, therefore, urge our dairymen friends to get in touch with their feed dealers now and to make early reservations for

Larroe-feed



THAT'S GUARANTEED

If you have ever tried this wonderful feed you will want to make sure of having an ample supply for your next year's requirements. Hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits next winter by placing your order now for your next season's requirements. Speak to your dealer about it.

THE LARROWE
MILLING COMPANY
GILLESPIE BLDG., DETROIT, MICH.

Editorial Features

(Continued from Page 5.)

Milk Producers Stop Sending Sour Milk

Many a can of milk has been spoiled because the can in which it was contained was contaminated. Milk producers can stop such losses by rinsing the cans with a mild solution of Germ-X and cold water, a harmless bacteria destroyer.

One penny spent for Germ-X will easily save you one dollar. Cheaper than anything else you can buy.

For information write to

North Star Chemical Co.

LAWRENCE, MASS.

It helps to make a better product.

similar organizations throughout the country. Any objection that it will cost more than a per cow tax can easily be answered by the statement that the farmers themselves own this organization, that they can set the per cent. at any figure they choose, and that the association will be limited in its income to the figure they set. It is much easier to reduce the amount, if it is found to be excessive, than to raise it if found to be insufficient. At the last annual meeting a rate of one-half of one per cent. was established by unanimous vote of the delegates. It was fixed at that price because it was practically the same as other associations get.

Farmers should realize that this is the most expensive year in the history of the organization. Probably 75 per cent. of the expenses thus far have been for organization work.

The average man little realizes how much it costs to create out of nothing and establish a working organization covering so much territory, with from 12,000 to 13,000 people in 500 locals, in six months' time, and at the same time to deal with problems more intricate and confusing than those in any other section of the country, or in any other business in New England.

The wonder is that so much has been done in so short a time. The value of its present accomplishments cannot be measured by the rate required for its support. There is no intention that the association shall charge its members what its services are worth, but should charge its members with its service costs. The difference between their cost and their value is what the members gain in the operation. The measure of value to the individual is not what he pays in, but what he takes out, by reason of this organization.

In view of the recent re-adjustment the man who refuses to pay his part toward the maintenance of an organization which has added so much to the value of his product, will be a small man, indeed.

Some still question the propriety of collections through dealers. Think what it would mean to collect individual dues every month, or even once a year, from 13,000 men scattered all over New England; what an expensive job it would be. You can have it done by the dealers every month without expense. In this way the receipts of dues from the dealer will be a sure indication to the association that the dealer is paying the price agreed on, and that he is paying it promptly. If he fails in either respect the association can and will get after him.

The contract prepared by our attorney provides that the association may collect the whole bill any dealer owes its members and remit to the member the amount due. Under this clause those who are slow pay or

those who fail to pay will find the association back of its members in a movement to collect. Any dealer who is disposed to go wrong would prefer to deal with individuals rather than with the organization.

The contract further provides that the association may arrange with the dealer to pay direct to the producer, and pay to the association the amount of the member's dues. Such an arrangement will be made by the association with every reputable dealer who accepts the association agreement. If such dealers fail to comply with these requirements, prompt and effective action will follow.

Any member who studies the New England milk situation will endorse the plan now followed of per centage support collected through dealers.

The question arises as to what shall be done with butter-makers. How shall their dues be collected? The association has in preparation a form of agreement in which the butter-makers and others who sell their own milk legally pledge themselves to pay the local secretary, and the local secretary pledges himself to collect, an amount equivalent to that paid by shippers through orders on the dealers.

Two points should be clearly understood: First—That those who have paid dues on the cow tax basis should immediately sign orders on their dealers effective July 1 for the payment of the percentage, and that such farmers will receive back from the association whatever they paid in on the old plan for the period covered by the order. Thus, if a man paid \$3 cow dues when he joined, and gives an order effective July 1, he will receive back one-half of his cow dues, or \$1.50, which covers the period effected by the order.

Second—Twenty-five per cent. of all collections will be sent back to the secretary-treasurer of the local to which the members belong. This will provide ample funds for the maintenance of the local organization, and may later be used as a nucleus of a fund for operating a buying system, soon to be proposed by the N. E. M. P. A.

It seems to the association that, with its present accomplishments, it can properly appeal to the dairymen of New England for confidence and support, that the dairymen, whatever may be their notions based on local conditions, should accept the judgment of those who have studied this situation for years, endorsed by business men, the press and the experience of present and past organizations in this and other sections of the country.

If every farmer could know how much time and work and bother it would save to the association to promptly sign the new contract and the order on his dealer, he would see that further delay was unnecessary.

A CENTURY OF SUCCESS.

LADY POOR'S PURE PILE OINTMENT

Brings prompt relief if you have itching, burning or smarting sensations on the face, scalp, arms, legs or any part of the body. At your Druggist or direct from us for 25 cents.

The James W. Foster Co.,
Manufacturers Bath, N. H.

Dairymen to Picnic at Vergennes, Vt.

President Frank W. Clark of the New England Milk Producers' Association has extended a hearty invitation to members of that organization and those of the New York Dairymen's League to picnic at Barton Farms, Waltham, Vt., Thursday, Aug. 16. It is to be a general grand outing of Vermont dairymen, and all persons interested in the dairy industry are urged to attend, whether they hail from the Green Mountain state or elsewhere. While the Barton Farms are located in Waltham, the estate properly should be described as in Vergennes, as it is only about three miles below that city. It is an ideal dairy and stock farm, comprising about 840 acres, and is famed for the quality of its product and the high standard of the herds of dairy cattle.

It is planned to make the outing a gala event. There will be opportunities for greetings and visits to points of interest about the farm during the forenoon, and from 12 to 1.30 o'clock will be given over to a basket luncheon, during which there will be selections by a band. At 1.30 o'clock the afternoon exercises will begin. The

principal speakers will be J. S. Murdock of Providence, an avowed friend of dairymen, and the counsel of the Grand Trunk and Central Vermont Railways, who fought so earnestly and effectively for the entrance of those transportation lines to the Rhode Island capital, and Mr. John C. Orcutt of New York, well known as a dairy expert, now with the Board of New York, and formerly secretary of the agricultural committee of the Boston Chamber of Commerce. There will also be an afternoon band concert, and city and state notables will help to make the affair a pleasant occasion for the hundreds who are expected to attend.

Dairymen will gain justice through organization, not by individual effort. Join the N. E. M. P. A.

Tell your neighbors about the New England Dairyman and the N. E. M. P. A.

Think of a price revision in the summer season.

Read The New England Dairyman.

GERM-X WILL DO IT

One of the largest milk dealers stated that it was practically impossible to deliver to the farmers sterile cans for them to ship their milk in. Smell of some of them and you will believe it. The result is that good milk is sometimes sour and often off flavor when it reaches the city milk plant. This means a loss to the shippers, as well as the dealer. This very real loss may be prevented by rinsing cans and other milk utensils in a cold solution of Germ-X. Steam or hot water is not necessary, or, for that matter, as effective, even if it is available.

Germ-X has many other uses on every farm and in every case pays for itself many times over, by cutting out losses. Send for booklet giving full information as to uses and directions for using.

Germ-X 1 gal.	\$1.50
Germ-X 5 gal. crock	6.75



P. R. Ziegler Co.

7 Merchants Row

BOSTON, MASS.

OPPORTUNITIES For the Farmer

There are always opportunities for the farmer fortified with the resource of a bank account.

A savings account will purchase a home, provide for your dependents, assure you contentment and independence, and enable you to take advantage of special discounts and prices offered for cash.

Start your account today and allow it to grow with the years. The time to save and effect economies is when the temptation to be extravagant is greatest.

To secure future financial prosperity it is necessary to lay the foundation now. Interests on your deposits will help you build.

We offer the best banking facilities for the New England Farmer. Careful attention given to new accounts.

Interest begins first of each month.

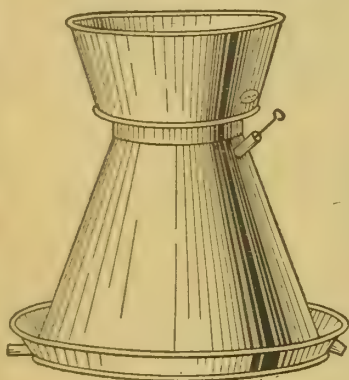
LIBERTY TRUST COMPANY

Cor. Court and Washington Sts., Boston, Mass.

Opposite the Old State House.

THESE COOLERS WILL SAVE YOU Time, Trouble, Milk and Money

Sour milk is caused by bacteria which multiplies rapidly in hot weather. To avoid this loss, the milk should be cooled immediately after milking and kept at a low temperature in clean, sanitary containers. We offer herewith two popular types of coolers designed for the greatest efficiency and convenience and which soon pay for their cost by preserving and protecting your milk supply.



CHAMPION MILK COOLER

The milk receiver, or pan, made of charcoal tinplate, sits tightly on the cooling drum and has correctly proportioned perforations at regular intervals to allow the milk to flow in fine streams down over the drum, the combined streams forming a solid but thin sheet of milk. The cylinder of the cooling drum is made of charcoal tinplate, while the bottom is galvanized steel. Has inlet and overflow pipe for water, with milk trough at bottom and outlet tube at one side. Inside coated with anti-rust paint. Provided with agitator to keep water and ice in drum stirred up.

Made in three sizes, with capacities gauged as closely as possible, as listed below. Prices include cheesecloth strainer and spring pins for fastening same.

PRICES FOR CHAMPION COOLER

No.	Capacity of Milk Receiver	Size of Dairy	Takes Care of	Cooler Complete
2	18 quarts	1-25 cows	3 milkers	\$6.50
3	34 quarts	25-50 cows	5 milkers	\$7.25
	52 quarts	50-100 cows	8 milkers	\$9.00

"CHILLY KING" COOLER

Better milk means bigger profits. "Chilly King" insures you both. A big money-maker for dairymen because it keeps the milk clean, wholesome, and assures milk of better flavor and keeping qualities. No ice needed; just cold water. Cools and aerates the milk in two minutes.

No tubes to clean—no hidden parts. Can be thoroughly cleansed in three minutes.

No other cooler on the market equals it in efficiency or serviceability. Its supremacy is in its scientifically correct design and remarkably high-grade construction.

A heavy copper sheet forms the inner shell of the Cooler, which is cone shaped. To this shell the V-shaped rings are attached in such a manner as to form a continuous spiral coil. These rings, constructed to take care of contraction and expansion, are guaranteed to withstand a pressure of 50 pounds. They are made of heavy Lake Superior copper, tinned inside and out with a heavy coating of 97 per cent. pure tin. This tin, put on by the hand-dipping, palm oil process, gives a bright finish to the surface and outlasts, by many years, tinning done by any other process.

Prices for "Chilly King" range from \$42.00 to \$344.00.

HENRY E. WRIGHT & SONS, Incorporated

Manufacturers of a Time Tested Line of Superior DAIRY, CREAMERY AND FARM EQUIPMENT

12 SOUTH MARKET STREET, BOSTON, MASS.

Per Centage or Cow Due Basis

The following self-explanatory letters show how the matter strikes those most familiar with the history of the New England milk problem:

Boston, Mass., July 1, 1917.

G. C. Sevey,
Editor New England Homestead,
Springfield, Mass.

Dear Sir: Some farmers are writing me, strongly protesting against the percentage system of dues. They insist on an annual tax. We both know how cumbersome and unreliable that system is and how hard it is to get secretaries to collect and send in money.

I don't want to lose the confidence of the producers. They must not have the slightest doubt of the financial soundness and absolute honesty of this proposition.

You and I have repeatedly gone over the matter of financing this work. Do you think it would be wise or safe to let down the bars anywhere and allow persons to join on any other than the percentage basis? Please write me at once.

Cordially yours,
RICHARD PATTEE.

Springfield, Mass., July 5, 1917.

Mr Richard Patee,
Secretary New England Milk Pro-

ducers' Association,
Boston, Mass.

Dear Sir: I am more than pleased with the remarkably fine progress of the N. E. M. P. A. Nothing approaches it in the country for sound, square and efficient management of the great problem of marketing dairy products so that the farmer may get somewhere near his just portion of the consumers' dollar.

But the one thing I trust you will not overlook is the right system of financing. We all know it takes money to accomplish the results you have already shown, not to mention those in prospect. In fact, it's a fine compliment to our New England dairymen that they have now reached the point where they realize that it is the best kind of business to financially back this long neglected item of marketing their product.

With a close knowledge of the New England milk situation during the past fourteen years, I want to urge upon you the importance of the percentage basis of paying dues. Nothing else will approach it for justice and efficiency. The stumbling block for the various associations, corporations, etc., that have tried to represent producers the past twenty years, has been just this point of un-

fair and unequal taxation of dues. The few loyal ones have continually footed the bills of all. It's not right and every farmer knows it's not.

No! above all, see to it that a small fee is charged every producer for the actual amount of dairy products handled. There should be no dues that cost all they're worth to collect and every man must pay his just proportion—no more, no less. When the old B. C. M. P. C. tried this system it prospered better than at any time in its history. The only trouble was that it was not strong enough to enforce the proposition in all sections. Of course the N. E. M. P. A. is. Hence, I hope you'll see the importance of this financial side and urge producers to adopt it. It is to their own advantage and, above all, it's fair, square and honest and the only system I know about that will guarantee every producer a square deal.

Yours very truly,

G. C. SEVEY.

Editor, New England Homestead.

GOOD ADDITION TO HERD.

Mr. L. E. McIntire of East Waterford, Me., Maine director of the New England Milk Producers' Association, returned from a visit to Syracuse, N. Y., last week where he purchased what was regarded as the best bull calf in the Moyerdale Holstein herd, which is owned and conducted by Mr. H. A. Moyer. Mr. Moyer declares the calf the best he has bred this

season. It is one of the sons of King Joh and is a beautiful, long-bodied, straight calf, nearly all white, and will make a splendid show animal. His dam, Betty Lyons,, is one of the best daughters of King Lyons from the great Betty Lyons Netherlands, with a record of 34.71 pounds. In fact, both her dam and granddam have 34 pound records, thus giving the calf one of the ten combinations of three generations of 30 pound cows. He has 12 cows in his breeding with seven-day better records from 30 to 40 pounds each that average 33.87 pounds each. He has 31 cows in his breeding with seven-day butter records that average 30.14 pounds each.

VALUE OF COTTAGE CHEESE.

Cottage cheese is richer in protein than most meats and is very much cheaper. Every pound contains more than three ounces of protein, the source of nitrogen for body building. It is a valuable source of energy also, though not so high as foods with more fat. It follows that its value in this respect can be greatly increased by serving it with cream, as is so commonly done.

Cottage cheese alone is an appetizing and nutritious dish. It may also be served with sweet or sour cream, and some people add a little sugar, or chives chopped onion, or saraway seed.

Think of a price revision in the summer season.

Faalty to the N.E.M.P.A.

At a special meeting of the members of the Eastern Milk Producers' Association in Schuylerville, N. Y., July 12, resolutions were read, discussed and adopted:

Whereas, this meeting of milk producers of the counties of Saratoga, Washington and Rensselaer, state of New York, is called for the purpose of devising means to best help, aid and assist the New England Milk Producers' Association in its present struggle to obtain a fair price and legitimate profit for the milk products of its members, and

Whereas, the gravity of our country's present situation calls for deliberate action and an intensely patriotic effort on our part and the part of every farmer in our glorious country toward the end that the present dairy supply may be maintained and the future supply be entirely adequate, and

Whereas, we deplore the permitting of any action which will bring about the slaughtering, for economy sake, of useful dairy cows and young stock, therefore, be it

Resolved that, in the name of patriotic loyalty to our country, justice and fairness to all and with all sincerity of purpose, and realizing this very unusual national period, we hereby pledge, as we believe, for the good of all concerned our abiding and unyielding support to the N. E. M. P. A., its officers and associates to the end that its conflicts may be our conflicts and its victories our victories. With these expressions of our confidence in our association we do solemnly agree.

Resolved, that a typewritten copy of these resolutions be spread upon our minutes and copies be forwarded to H. P. Hood & Sons, D. Whiting & Sons, Tait Bros., Richard Pattee, the agricultural committees of the Boston Chamber of Commerce and Hampden County Improvement League and that a copy be printed in The New England Dairyman and the New England Homestead.

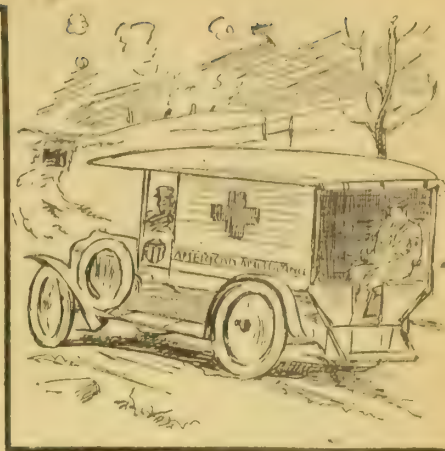
Signed:

GEORGE R. LITTLE,
President.
Schaghticoke, N. Y.

Secretary:

JNO. H. HOLMES,
Schuylerville, N. Y.

The outing on President Frank W. Clark's 840-acre farm, just outside Vergennes, Vt., Aug. 16, promises to attract a big crowd of dairymen.



Save Money—Help The Red Cross!

The Charles A. Smith Lumber Company will give to the Red Cross Fund, 10% of the proceeds of every car of "BUFFALO SHAVINGS" sold on August 6th, 7th and 8th.

This 10% Red Cross Sales Plan gives you the chance to contribute—and to help us contribute—a duty that you and we as patriotic Americans must not shirk.

Help swell the Red Cross Fund by buying "BUFFALO SHAVINGS" under the plan we have outlined. Remember, in fulfilling this patriotic duty, YOU SAVE MONEY. Right now "BUFFALO SHAVINGS" ARE SELLING AT THE LOWEST PRICE OF THE YEAR—THE SUMMER PRICE. Take advantage of this low price. At the same time let us contribute for you 10% of the proceeds of the sale to help the Red Cross.

Millions of dollars
of live stock
sleep each night
on BUFFALO
Shavings—

Kings and Queens
of every breed
are bedded
on BUFFALO
Shavings—



"Buffalo Shavings" Are Big Bales

There are numberless comforts that you can assist the Red Cross to do: ease pain, allay fever, forestall danger of delay in operations. You can aid the Red Cross to carry motherly, fatherly, sisterly, brotherly love to the boys at the front. Do not delay. Contribute NOW. Use the special Red Cross Coupon.

[Manager Red Cross Contributions
The Charles A. Smith Lumber Co., Inc.
29 Broadway, N. Y.

Gentlemen:
Please quote special Red Cross Proceeds
price for August 6th, 7th & 8th, f. o. b. cars

my station.....

via..... R. R.
Very truly yours,

Name.....

P. O. Address.....



TRADE MARK REG. U.S. PAT. OFF.

The Record's View of Milk Situation

Another jump in the price of milk is evidently coming as a result of the agreement between H. P. Hood & Sons and the New England Milk Producers' Association. It is too bad that this must be so. Already the housewife has been pretty hard pressed by the high prices. While we do not go so far as to say that an increase of a cent or two a quart is the last straw destined to break her back, it will be a troublesome expense for many families to meet.

And no proof as to the great, the very great, food value per cent. of cost in milk, even at the high price, will serve as much of a consolation.

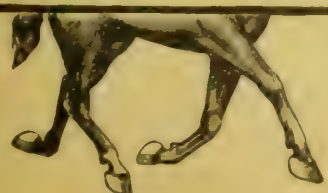
And yet we recognize, as we hope the generality of the housewives will recognize, the imperative necessity for this increase in price, all of which we understand is going into the pockets of the farmers. For some little time many, if not most, milk farmers have been losing money. The milk production has, consequently, steadily declined and the industry has languished. Because no profits have been made, no adequate improvement in the business has taken place. During the past six months this condition has been seriously aggravated by the higher prices of cattle feed, so much so that a milk famine was and is threatened unless some relief in the way of more income is forthcoming. New, while we deplore higher

prices at present, we acknowledge the necessity of paying enough to keep the milk industry alive and in a prosperous condition. And that is about the reason back of the present raise in prices.

The fact is that we are paying for our previous neglect of this industry. We have starved it too long. Now, some years are required to pull it back into a prosperous condition where it can furnish an adequate supply of milk at low prices. A starved industry is the most expensive kind of a producer. We are paying for the foolishness of our authorities who were egged on by certain newspapers, in always fighting any increase in the price of milk without making any real effort to assure themselves that the milk industry was not suffering.

The New England Milk Producers Association may, if properly managed, be able to better the condition of the industry during the next few years. Co-operation among farmers offers the best hope for more and cheaper farm production. We hope the association will have the support of public opinion in its efforts to improve the condition of the farmers.—Boston Evening Record, July 14.

A HORSE IS AS GOOD AS HIS FEET



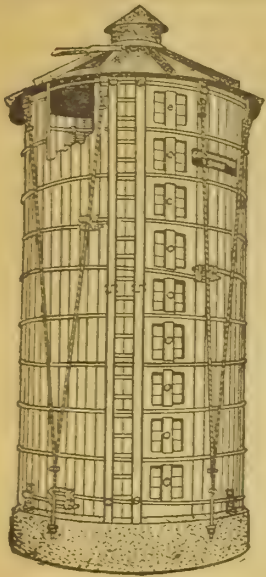
If your horse has no legs to stand on, if it is gone in the knees, hocked, if it has hard, dried, brittle hoofs, if it has corns, quarter-cracks or thrush, you should use

MORRISON'S OLD ENGLISH LINIMENT

Every man who owns a horse should have this preparation always on hand as it is a most remarkable remedy for sprains, bruises, cuts, open sores and all diseases of horses' feet.

Pint bottle of this remedy sent, prepaid, to any address for \$1.00. If not satisfactory you can have your money back.

THE JAMES W. FOSTER CO., Manufacturers, BATH, N. H.



Green Mountain Silos Shipped At Once

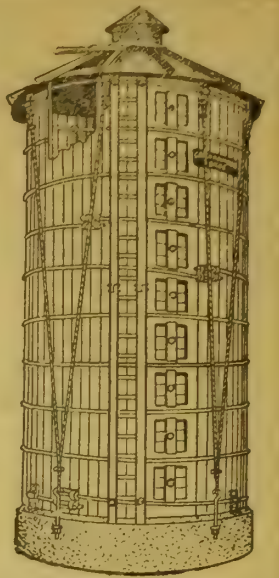
Millions of feet of best Canada Spruce and many carloads of steel rods---all bought at less than present market prices, enable us to ship at once, and at lower than market prices.

Creosoted staves make them known as the "long life silo"

New Guy System and Insurance Clause in contract save you from wind damage

The Creamery Package Mfg. Company

364 West Street, Rutland, Vt.



Conservation of the Dairy Cow

Nation's First and Foremost Concern in the Impending Food Crisis Ably Demonstrated.

Read what M. D. Munn, president of the National Dairy Council, has to say in regard to the importance of dairy conservation:

"No program of national preparedness for the impending food crisis in the event of war is wise nor complete without sharp emphasis of conserving and increasing our national stock of dairy cows."

This is the statement of M. D. Munn, president of the National Dairy Council.

"We must, of course, bend all our efforts to the prevention of a war shortage in foodstuffs of all kinds," Mr. Munn continued, "but when prices for beef begin to rise, dairy cattle must not be slaughtered nor dairy feeds diverted to other uses."

"The dairy cow is mankind's greatest friend. She produces man's best, most serviceable food, and one of the cheapest."

"A 1200-pound steer, ready for market contains only about 360 lbs. of actual food. A dairy cow at two years of age begins to produce and yield daily thereafter about 900 pounds of edible nutrients in the year, and will continue to produce the same amount for seven years thereafter; that is, she produces during her actual life 6300 pounds of human food. In other words, it takes 17 steers to produce the same amount of human food as a dairy cow produces during her lifetime."

"I am indebted for these figures to the University of Minnesota. And the further very pertinent statement is made that the steer, before he pays for any of his food, is in debt to his master for two years, and, upon payment, ceases to live, while the cow pays for her food daily as she goes."

"It seems to me, therefore, that in

any program of preparedness in national food supply, first and foremost consideration should be given to this remarkable natural food-making machine, the dairy cow."

"On behalf of the consumer, the widest publicity should be given to the bulletin issued last week by the United States Department of Agriculture, dealing with the great food value and economy of milk and milk products, and showing milk to be an economical food even at a price of 15 cents per quart."

"In energy-giving power, one quart of milk is equal to 11 ounces of sirloin steak, or 3-4 of a pound of round steak, or 81-2 eggs, or 10.7 ounces fowl," says the bulletin.

"Our people should bear in mind, also, the significance of the heart-rending appeal made to the German Reichstag by Field Marshal von Hindenburg. He cries for fat—fat—fat—fat for his soldiers and fat for the weakened people."

"The fate of Germany may hang upon the question of fat. At no time in history has the value of fat assumed so ominous a meaning."

"A plentiful stock of dairy cows means not only the quickest, richest and most continuous transformation of feed into human food, but, above all, it means a daily dependable supply of butterfat—the finest of all fats—and forestalls the possibility of such deep distress as is experienced in the shortage of fat by unhappy Germany."

"A 2-year-old steer, ready for market contains only about 280 pounds of total fat, while a fair dairy cow will produce in her 6000 pounds of milk 300 pounds of fat yearly for seven years, or a total of 2100 pounds of fat during her lifetime, as against a

steer's 280 pounds of fat in his life."

"Unless our people adopt, as to the food value of milk, the view expressed by the United States Department of Agriculture, the tendency of our farmers will be to quit dairying and to send their cows to the butcher, rather than perform the irksome services without profit and often at a loss. In consequence our stock of dairy cattle is lower today per thousand population than it has been for 40 years."

"As a nation, we may well be alarmed over the certainty of further depletion, when further rises in the cost of feed and aggravated shortage of farm labor make the production of milk wholly unprofitable or a losing venture at the very time when milk butterfat, and the products derived therefrom, should be the country's greatest safeguard and reliance."

"Moreover, further retrogression in dairying means a shortage in animal manure, lowered soil-fertility, a lower yield per acre of cereal products, and excessive rise in the price of all food-stuffs coming from the soil, and a

serious derangement of our economic life. It spells DISTRESS in its keenest form."

"It appears to me, then, to be the immediate duty of government to keep stable and stimulate dairy production by intensive education of the farmer, to the end that he may increase, rather than decrease, his stock of dairy cattle, and equally intensive education of the consumer as to the food value and relative economy of milk. If it becomes necessary to take governmental action to safeguard our food supplies, the first decree to be issued, in my judgment, should be a peremptory prohibition of the slaughter of productive dairy cows, and our next concern should be an upward revision of the prices of milk based upon the cost of production and a fair profit to both producer and distributor."

"Assured a rich supply of milk, plenty of butter and cheese, nations can laugh at starvation blockades."

Tell your neighbors about the N. E. M. P. A.

Guard Against Fire in August

August, with its scorching sun and hot, drying winds, is at hand. It marks the time between the investment of seed and labor, and the realization of the profits. A fire running over crops at this time may mean that there will be no realization of just dividends. Therefore, Mr. Farmer, do all you can to safeguard your farm. Stack your hay at least 100 feet from the highway and from the railway fence, and keep a strip that wide inside your fence well cleared up and free from inflammable material. Cut the grass around your house and buildings, and remove it before it can dry, and, like a trail of gunpowder, lead a line of fire up to the foundation and destroy your home and barns. If you can spare the time, plow furrows for fire breaks parallel to the railroad and highway at a distance of 100 feet from the fence. Look over the roofs of your

buildings—the heat of August will dry and curl the shingles and make an ideal place for flying embers to lodge and start a conflagration. Have a ladder handy, and keep a barrel full of water with two or three pails hanging over it, ready to douse the incipient blaze if it should come. Use unusual care in handling your smoking materials. Everything is dry and ready to ignite easily. A spark in the hay or a cigarette stub on the barn floor, and there will be no way of stopping the fire which will follow—your place will burn like tinder. Your orchards are beginning to produce, and a fire in August may damage your trees and ruin your crop. Safeguard your fruit trees by plowed furrows and by clearing the dry grass from your orchard. Mr. Farmer, August is the month that paves the way for the Fire Demon—don't let it catch you unprepared.

Everything For The Dairy

MILK CANS N. Y. PATTERN
20 Qt.—40 Qt.

Milk Coolers Churns Butter Workers

Manufacturers of the
UNITED STATES CREAM SEPARATOR

Selling Agents for the famous "Perfection" Line manufactured by
J. G. Cherry Co., Cedar Rapids, Ia.

Pasteurizers—Combined Churns and Workers—Friday Butter Printers, Can Dryers, Washers and Sterilizers—Sanitary Fittings, etc.

Modern, complete equipment furnished and installed for creameries and dairies. Send for complete information.

Vermont Farm Machine Company

BELLOWS FALLS, VERMONT

Oleo Tries a Back Door Knock

Recently the cottonseed oil millers have veered somewhat in their efforts to promote the use of cottonseed oil as a butter substitute. Only recently the authorities at Washington have been approached by representatives of the oil industry with suggestions as to how their product could be utilized

in meeting the world food shortage if only the present tax on colored oleomargarine were removed, and how cottonseed oil could be compounded by dairymen with butterfat as is done in England, France, Holland, and other European countries in the production of a compound butter,—the implication being that the dairyman could thus be able to more nearly meet the demand for butter and not suffer in competition with the producers of oleomargarine.

Of course, it is well known to dairymen how the oil interests have earnestly and persistently sought the removal of the 10 cents a pound tax on colored oleomargarine, and how earnestly and persistently and thus far effectively the dairy interests have succeeded in preventing congress from removing this tax.

Dr. James B. Aswell, congressman from Louisiana, has introduced a bill authorizing agricultural colleges and experiment stations to teach the science and art of combining animal and vegetable oils in milk into a wholesome and palatable food, and on May 6, delivered a speech on the subject before Congress.

In various ways the agricultural colleges and experiment stations of the South are being urged to carry on

experiments on the plea that cotton is a southern crop, the full resources of which should be developed.

This is a situation which the dairy interests are now facing. It involves a new tact that is characterized by keen diplomacy. Instead of a proposition looking to competition with dairymen, the oil millers approach with an offer of co-operation whereby "mutual benefits" are to be obtained, through the dairyman's willingness to put out a compound butter—and incidentally cease objecting to the removing of the oleo tax. It is even being advanced that it is just the thing to build up the dairy industry in the South.

Just at this time the plea gains force in view of the food shortage, fats included. The fat shortage is being especially felt in Europe and is the most distressing need of Germany. Because of this foreign need there is

talk of asking a tax rebate on all shipments made to the Allies.

These general facts are merely reported for the benefit of the dairy industry. New conditions have arisen, the war plea is likely to have an effect and the best thought of the wisest heads will be necessary in meeting the problems that arise.—Hoard's Dairyman.

Cottonseed meal in limited quantities is an excellent feed for dairy cows. If fed in too large amounts it produces hard, tallowy butter, light in color and poor in flavor.

Tell your neighbors about the New England Dairyman and the N. E. M. P. A.

Look out for fies in August. Everything is dry.



DAIRYMEN!

Is that great half of your herd, the sire, a half that will show thousands of dollars of profit? Or is he "just a bull"? Run no risks. Invest where you know the breed pays and where the registry stands for purity of type and special, concentrated purpose.

Buy a Jersey Bull

Introduce the blood that proves out in steady, persistent milk flow, in animals that mature early, live long, live anywhere, eat most anything and produce most economically, the richest of milk.

Read the ads of Jersey breeders in this paper—write them for prices. Send for our free book "Story of the Jersey", and plan now to build a herd you'll be proud of.

The American Jersey Cattle Club
414 West 23rd Street - New York City.



MONEY MAKER
SAFE
SILAGE
CUTTER

Protect Yourself against accidents, breakage, delays

and Increasing Costs in Filling Your Silo

The patented safety yoke protects the operator. The patented cushion drive protects the machine. Steel base and steel plate case. Easily sharpened knives with 3 bearing alignment. Springless compression force-feed. Lightest draft. Sizes for 4 H. P. up. CATALOG FREE. On account of large purchases of raw material before market rise, we can and will make a specially low price if we hear immediately from readers of the Dairyman.

Send for Blower Catalog D56

BRACKETT, SHAW & LUNT CO., New England Distributors,

62 No. Washington St., Boston Somersworth, N. H.

Holsteins Hold All World's Records

All world's records for milk and butterfat production are held by pure bred, registered Holstein-Friesian cows. Their high marks attained in the seven-day period, May 1st, 1917, are:

Full Age

Segis Fayne Johanna. Milk, 730.8. Butter, 50.68.

Senior 4 yr.-old

Fancher Farm Maxie. Milk, 579.1. Butter, 46.84.

Junior 4 yr.-old

Wandermeere Belle Hengerveld. Milk, 577.8. Butter, 42.65.

Junior 3 yr.-old

Uniform Lorena. Milk 525.4. Butter, 37.48.

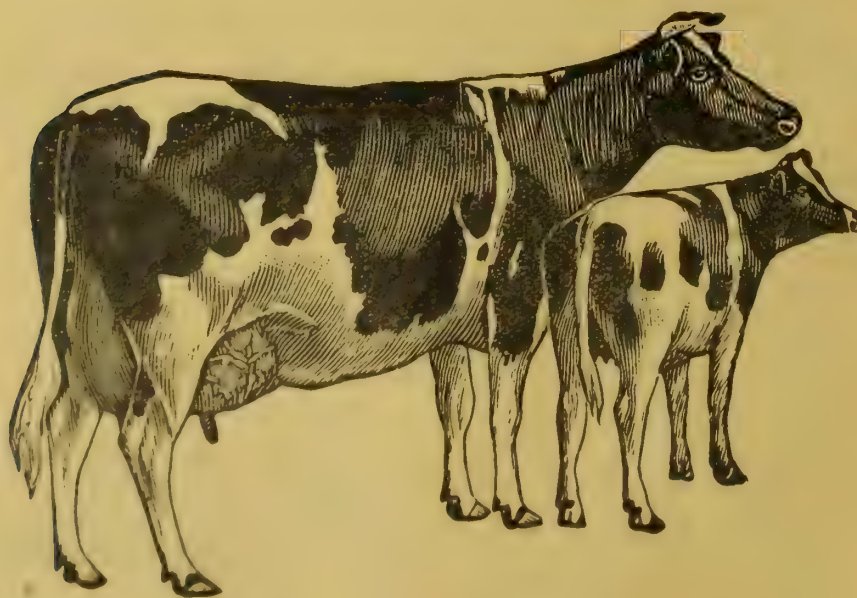
Senior 2 yr.-old

Naiad Jewel Pet. Milk, 478.4. Butter, 31.6.

The big "Black and White" cattle, not only by individual performances, but by matchless qualities and achievements as a breed, are proving their superior worth all over the country.

There's big money in the big "Black and White" Holsteins.

Send for literature.



Holstein-Friesian Association of America

F. L. Houghton, Sec'y.,

300 American Building,

BRATTLEBORO, VT.

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association

Volume 1. Number 5

BOSTON, MASS., SEPTEMBER, 1917

50 Cents Per Year

Cash Value of N E M P A to Dairymen During August and September

What New Prices are, How Reached and What They Mean

The New England Milk Producers Association added between \$700,000 and \$750,000 to the amount farmers, who supply New England markets with milk, will receive during August and September above the prices for those months announced April 1st.

That sum represents the cash value of the N. E. M. P. A. for those 61 days. It is more than enough to run the Association for 20 years. But the greatest gain is in the recognition of the Association by the dealers, the revision upon a uniform basis by zones of whole milk prices and the acceptance by dealers of orders in favor of the Association thereby saving thousands of dollars in the expense of collecting dues. Gradually but much faster than it had reason to expect the whole milk market of New England is responding to the pressure of the N. E. M. P. A. Boston, Providence, Springfield, Worcester and Portland have regularly organized market associations. Manchester, Nashua, Lowell, Lawrence, Haverhill and Lynn are swinging into line. Dealers at first antagonistic are coming to realize it is better to deal with organized than disorganized producers, better to make their money in selling than in buying. The public is buying more expensive milk with much less objection or cutting down in consumption than might have been expected and there is every chance that the Association will be able to carry out its ambitious program if properly supported by the producers. The original plan for handling the milk of New England is actually working out in practice and we have now the largest, most efficient and successful marketing organization ever instituted in New England.

By the readjustment of prices to be paid farmers for milk during August and September, producers all over New England will get an average of practically 1 cent per quart more than they were to receive under the April adjustment for those months. This advance was procured solely through the efforts of the NEMPA. Probably a third of the production was sold under contracts holding until October. At the time the adjustment was made there were from six to 12 carloads of surplus daily on the Boston market alone. The revision puts New England milk at a higher price than that in any other section of the country, higher than it has ever been in this section and higher on the summer average than it was on the winter average.

Here is the price schedule in 8 1-2 and 40-quart cans and by the 100 pounds at country stations:

The New Milk Prices.

Zone	per 8 1-2 qt	per 40 qt	per Cwt.
1 to 20 miles	64.1c	\$3.066	\$3.526
21 to 40 miles	58.7c	2.821	3.244
41 to 60 miles	51.9c	2.511	2.888
61 to 80 miles	50.4c	2.444	2.811
81 to 100 miles	49.0c	2.391	2.750
101 to 120 miles	48.4c	2.368	2.722
121 to 140 miles	48.0c	2.356	2.709
141 to 160 miles	47.3c	2.326	2.675
161 to 180 miles	45.2c	2.237	2.573
181 to 200 miles	45.0c	2.233	2.568
201 to 220 miles	44.3c	2.201	2.531
221 to 240 miles	44.0c	2.194	2.523
241 to 260 miles	43.5c	2.175	2.502
261 to 280 miles	43.0c	2.156	2.479

Wherever milk is bought by weight and test, the above prices apply to 3.5 percent milk and dealer will pay 3 1-2 cents per 100 pounds for every 0.1 of 1 percent above 3.5 percent, and deduct 3 1-2 cents for every 0.1 of 1 percent below 3.5 per-

cent. Wherever milk can be accepted at the railroad station in cans owned by the producer, dealer will pay a premium of 2.3 cents per 100 pounds. Wherever dealer maintains country milk station or agents for the inspection and receipt of milk, he will accept milk at the shipping point. The price for the 8 1-2 quarts is that shipped in 8 1-2 quart cans; for the 40-quarts it is shipped in 40-quart cans and for the 100 pounds it is shipped in 40-quart cans.

These are minimum prices, exclusive of premiums except for furnishing cans. Note should be taken that these prices are for milk testing 3.5 percent, whereas in the sections where test applies (in Vermont, Connecticut, Massachusetts and New Hampshire) the base was, until August 1, 3.7 percent. Lowering the test adds 7 cents per 100 pounds to the price of this milk. It should be further noted that milk is to be accepted at county stations wherever an agent of the buyer can inspect it there and all risks en route are assumed by the dealer. This will save producers from loss through improper care by the railroads.

A comparison of the new 8 1-2 quart can prices with those agreed on for August and September at the spring adjustment runs thus:

Comparative Price Per 8 1-2 Quarts.

Zone	Contract price	New price	Adv.
1 to 20	\$.55	\$.641	\$.091
20 to 40	.50	.587	.087
40 to 60	.427	.519	.092
60 to 80	.422	.504	.082
80 to 100	.416	.49	.074
100 to 120	.412	.484	.072
120 to 140	.407	.48	.073

Av \$.4477 Av \$.529 Av \$.08157

These prices are for the so-called "old-line" territory where six month contracts prevail. This is for Massachusetts standard milk without premium for quality. The Whiting prices figured on a 21 1-4 quart can, give the farmer more, to the amount of saving made in using larger containers.

Heretofore the Hoods gave no more for milk shipped in 40-quart jugs than in 8 1-2 quart cans. This injustice is removed by the new price, which gives the farmer the saving 'n freight in all cases.

On the 100-pound basis, comparisons run as follows:

Comparison for 100 Pounds.

Zone	Old-price	New price	Adv.
1 to 20	None given	\$3.526	\$.
20 to 40	\$2.374	3.244	\$.870
40 to 60	2.336	2.888	.552
60 to 80	2.304	2.811	.507
80 to 100	2.276	2.750	.474
100 to 120	2.254	2.722	.468
120 to 140	2.227	2.709	.482

Av.\$2.296 Av \$2.921 Av \$.568

Tabulations for comparison cannot be made for territory beyond 140 miles because no price was made for that territory except from month to month, which prices were to be not less than 1 1-4 cents per quart larger than last year at any station. Last year's prices, with additions, are valueless for comparison because they varied according to purely local conditions and were under a leased car system, which was wiped out last October. There were no zones beyond 140 miles and no added transportation cost beyond 165 miles. Speaking, however, from general knowledge, it is a safe guess that the advance runs higher than in "old line" territory, due largely to the reduction in test requirement for market milk.

Comparing Boston and New York prices for August and September, we find that New York has only two zones, the first being the nearest 100 miles and the second all distances over 100 miles. In the first zone the New York price for 3.5% milk is \$2.715 and in the second zone \$2.615 per 100 pounds.

Boston's average zone prices for the first 100 miles is \$3.045. The difference in favor of Boston is 33 cents per 100 pounds, or 46 quarts.

In other zones up to 260 miles, the Boston price is an average of \$2.60 as against New York's \$2.615 a less price for Boston by 1.5 cents per hundred pounds. On the average for the whole 260 miles Boston pays \$2.822, while New York for the same distance pays \$2.665, a difference of 15.7 cents per hundred weight more to the New England farmer for the same quality of milk. At no point inside of 160 miles does the Boston price go as low as New York and as a much larger proportion of Boston milk comes from the higher priced areas it appears that the actual per quart farm income from milk is much greater to the Boston producers than to New Yorkers similarly situated.

In the readjustment of August and September prices NEMPA asked dealers in Boston to pay 7 cents per quart for Massachusetts standard milk delivered from any point beyond 40 miles, at the public delivery track for that city. After some negotiation the dealers said in effect: "We will take the milk at that price; it is up to you to deliver it."

The association had put out figures representing prices at various stations less freight to Boston. There are other costs in delivery besides freight collecting.

A very large part of the milk is brought from the farm to the railroad station by teams, operated by the dealer, who charges about 15 cents per 100 pounds for that service. The dealers' books show this charge does not cover the cost. The custom is to charge the loss on collecting on the general price of milk. In other words some producers have been getting a service they did not pay for and other producers have been taking less for their milk to make up that loss.

Those who did not get the service helped pay for it. The cost of collecting should be borne by the men whose milk is collected. The dealers declared such a radical change could not be made August 1, but promised to work it out before October 1 if possible. If on August 1 those who had been paying 15 cents per 100 lbs. for hauling had to pay enough more to cover cost, in some cases it would practically offset the gain in price. They would have charged that the association amounted to nothing by not preventing an increased hauling cost. It was therefore decided to accept as a general charge against the price of milk in each zone, cost of collecting milk in that zone after deducting what the farmers paid for collecting. In some zones this works very little hardship, as practically all the milk is so collected and by limiting it to zones what loss there is falls in the region where it is created.

But the system is wrong and should be pointed out and rectified.

Country Stations,

In far off territory where milk travels long distances on collecting teams and where train service is often at an hour when farmers could not be at the station, it is necessary to have country plants to which the milk can be hauled, prepared for shipment and loaded at train time. This station service is a part of the cost of getting that milk to Boston. At a delivered in Boston price the country station cost would be deducted. It always has been, but the farmers didn't know it. They have been taking a less price for their milk to pay this cost, paying for the operation of these plants without owning them.

The cost has been taken out of the general price of milk. Like the cost of collecting, station service costs should be borne by those who get the service. If on August 1 the whole expense of collecting plus the whole expense of country stations had been thrown on those who got that service, it might, in some cases, have wiped out entirely the increase in price. It was decided to accept the country station expense as an added cost of getting milk to Boston. The zone system limits the reductions to the zone in which they occur. The next step is to limit them to the men who get the service. When the patrons of a country station realize they are paying the expense of running it perhaps they will want some voice in its management, possibly they will want to own it and be independent, able to offer their milk to some other dealer. It has been arranged that where milk is received at country stations the dealers shall accept it there and bear all the risk in transportation. No milk so received can be rejected as sour or otherwise damaged.

Can Service.

It is a trade custom for the dealer in any commodity to furnish the package. The farmers should own their cans. It will make them independent of any dealer. They are limited now in selling to the men who can and will furnish cans. If the dealer furnishes a part of the equipment necessary to bring the milk to Boston, and has the only available equipment, we are forced to pay him for the use of that equipment before we can lay down our product in the market. This charge for can service has always been represented in the price paid for milk. Farmers have paid for hundreds of thousands of cans without owning one of them. The present dealer-owned can service is wasteful.

There are thousands of cans scattered all over New England that ought to be in the milk service. They have been charged to the price paid for milk, but farmers not realizing it have "diverted" cans to other use and paid for new ones in a less price for milk. The remedy lies in individual or collective ownership by the farmers. The arrangement was made that the price should be reduced in each zone to cover can service, but that the farmer who furnishes his own cans at stations where the milk could be so received, should get a premium.

In the adjustment of these costs

PRICE MAKING BASIS.

The Association may have made a mistake in publishing in the Dairyman the prices it was asking for milk on August 1st. The prices given for the various stations were figured on the basis of milk at 7c per quart delivered at the public delivery station in Somerville (Boston), less FREIGHT from the different zones. It was distinctly stated that other deductions might have to be made, but those were the prices we hoped to get. We did not get them. What we did get was 7c delivered as above less freight and other country charges that have always been taken out of the price. There were still other charges that we were asked to take out of the price. The charges allowed were:

1. Railroad transportation at the less than car load rate for iced car service.
2. Cost of collecting from farm to station, not paid by producers who got the service. That is the loss in collecting in each zone was taken out of the price in that zone.
3. Cost of maintaining country plants in each zone taken out of the price of milk in that zone.
4. An allowance for country can service with the proviso that farmers furnishing their own cans should get more for their milk.

The charges that were not allowed were:

1. Cost of agents in the country buying milk.
2. Cost of postage, telegrams, telephones, etc., to country points.
3. Cost of trucking from R. R. platform to city plants.
4. Book-keeping and office costs.
5. Cost of handling surplus in the city.

Every cost allowed represents an actual expense in getting milk from the farm to the city delivery point. It is an actual expense incurred in shipping milk. If the farmer were to ship milk to a consumer in Boston he would have to meet exactly these expenses. They are a necessary part of the system of price making on the basis of delivery at market.

In price making some basis must be established. It cannot be a separate price for each station. The price the dealer will give will be governed by the value of the milk when it reaches market less the cost of getting it there. Hence the market is the point at which prices are inevitably made. The greatest work the Association has yet done is in the establishment of uniform prices according to zones as laid down by the Interstate Commerce Commission as a

other than freight, the committee of the NEMPA utterly refused to consider such expenses as carting from station to city plant, country telephones, telegrams and postage, expenses of agents in the country to buy milk and city can service. It contended that the price of these things should be added to the selling price, not taken out of the buying price. After many years' study of New England conditions, and those applying to this industry we have no

basis for railroad rates. Even the dealers, who fought that system, now generally admit that the Association has rendered a great service to the industry in this matter.

Another very important reason for making a price delivered at market points by the quart, is that it protects the consumer from extortionate prices. When it is generally known what the dealer pays for milk laid down in the market the consumer can judge whether he pays too much for the delivery from the R. R. station to his door. He has the authority under recent statute, through public officials, to investigate delivery charges. Such an investigation is now being made in Boston. Expert accountants are at work on the dealers' books in the most painstaking and accurate survey possible.

It is mighty important to the producer that the dealer does not overcharge for milk. The larger the price the less consumption. What we want is the maximum consumption at a price to us that will make efficient dairying reasonably profitable. If the price to the consumer goes too high he will reduce to a minimum the consumption of milk. Our market will thus be restricted and if a considerable surplus is thereby created, down will go the price of milk to the farmers.

We believe that one of the great needs of the milk business is salesmanship. Here we have a product that every scientific institution, every college and laboratory, declares is the cheapest available food product at a price far in excess of what is now paid for it. It is said that some breakfast food concerns are selling corn at the rate of \$63.00 per bushel. They have by the practice of business methods created a demand for their products at tremendously inflated prices, while we who furnish the only really valuable part of the breakfast food, the milk and cream that go with it, are selling our part at LESS THAN COST.

In deciding whether or not to allow discounts other than freight from the price of 7c per quart delivered, the Committee consulted business men and especially the Boston Chamber of Commerce. The special committee of the Chamber who have made an intimate study of New England dairy conditions covering several years and who have recently conducted for the Public Safety Committee an elaborate survey of costs of production, unanimously approved the action of the committee of the N. E. M. P. A. and congratulated us on the constructive work the Association had already done and planned to do.

hesitation in saying that the the NEMPA is on the right road and going fast. Before making the above reductions the committee had the approval of business men and market experts.

The new prices were secured entirely through the efforts of the NEMPA without strikes or violence anywhere. The advance was more than justified from the producers' standpoint, the public so accepted it and the friendliness and good will of the consumers was retained.

N E M P A at Washington

Represented at Country-Wide Producers Conference — Pattee Selected to Represent New England Producers Before National Food Administration.

A meeting of the representatives of milk producers organizations was called at the Hotel Raleigh, Washington, D. C., Monday evening, August 20th. There were present:

R. D. Cooper, Pres. Dairyman's League, 110 West 40th St., New York, Frank W. Clark, Williston Vermont and Richard Pattee, 26 Broad street, Boston, Mass., president and manager respectively of the New England Milk Producers Association; Frank E. Willetts, Ward, Penn., and Robert Balderston, Kennett square, Chester, Pa., President and Secretary of the Interstate Milk Producers Association; J. A. Sherwood, Long Hill, Ct., representing the Connecticut Milk Producers Association; Y. E. Booker, representing the Maryland and Virginia Milk Producers Association; J. D. Hervey, Jefferson, Ohio, representing the Pittsburg Dairyman's Co-operative Association; H. W. Ingersoll, Elyria, Ohio, President of the Ohio Milk Producers Association; Milo D. Campbell, Cold Water, Mich., President of the National Federation of Milk Producers Associations; E. H. Potter, Elgin, Ill., Chairman of the Milk Board of the Milk Producers Association of Chicago; G. R. Rice, 1422 1st National Bank Building, Milwaukee, Wis., and E. S. Robbins, Elm Grove, Wis., representing the Milwaukee Milk Producers Association; Jerome Gates, Minneapolis, Minn., and M. D. Munn of St. Paul, Minn., representing the Twin City Milk Producers Association and J. A. Lingerfelder of Des Moines, Iowa, representing the Iowa Dairyman's Market Association.

Mr. Cooper stated briefly the purpose of the meeting and suggested a formal organization by the choice of a Chairman and Secretary.

C. H. Potter was elected Chairman and Richard Pattee, Secretary.

Professor Pearson of the State University of Illinois presented charts and tabulations with an explanation of costs of production and other matters pertaining to the milk business, as a result of a study recently made in the State of Ill.

Milo D. Campbell, Pres. National Federation Milk Producers, offered the following resolution, which after discussion was adopted:

Whereas, the production of market milk, as well as of products made therefrom, primarily begins upon the farm, and whereas, there are now and in rapidly increasing numbers,

large organizations of dairy farmers, known as associations of milk producers, whose members own and milk the dairy cow and whereas, the sentiment of milk producers wherever voiced in these great associations has been one of patriotic service to the country, in the matter of supply and conservation of milk at just and reasonable prices without extraordinary profit, and, whereas we believe that no rational administration of the sale of milk or of milk products, can be had or undertaken without a primary inquiry and investigation, into the actual cost of producing raw milk, and that upon such cost, when found, should be based the final cost to the government and to the consumer of milk and milk products, whether such price be fixed or advisory, and

Whereas, it is the unanimous opinion of the delegates assembled that in order to conserve and stabilize the production of dairy products in the interest of both producer and consumer, and in harmony with the National Food Administration, that the said producers of market milk, seek to establish closer relations with said Food Administration, and to the end that the National Food Administration may be assisted in securing the facts and data upon which to base findings as to the cost of Milk Production, and of milk products.

Therefore, be it resolved, that a Committee of five be, and is hereby appointed, which Committee shall act for the various milk producers associations and dairy farmers, members thereof, in supplying such committee or persons as the Food Administrator may designate, all the facts and information obtainable by them relating to the cost of producing milk on the farm, and that said Committee shall in every way possible, aid and co-operate with the Food Administrator to the end that the products of this important source of food supply shall be available, at as near cost plus a reasonable profit, as possible.

Mr. Milo D. Campbell was chosen to act as spokesman at the conference with Mr. Hoover to be held the following day.

The representatives of the milk Producers Associations met at the office of the National Food Administrator at 10 o'clock on Tuesday, August 21st. The Chairman announced the appointment of the following Committee under the resolution previously adopted:

R. D. Cooper, Pres. of the Dairyman's League, 110 West 40th street, New York.

Richard Pattee, Manager New England Milk Producers Association, 26 Broad street, Boston, Mass.

H. W. Ingersoll, Pres. Ohio Milk Producers Association, Elyria, Ohio.

Milo D. Campbell, Pres. Ntl. Fed. Milk Producers Associations, Cold Water, Mich.

C. H. Potter, Chicago Milk Producers Association, Elgin, Ill.

The delegation was received by Honorable Herbert C. Hoover, who stated his interest in and appreciation of the work of the milk producers' organizations represented,

and expressed satisfaction at the attitude of those organizations in tendering their co-operation in the work of his department. He discussed briefly, measures for the relief of dairymen in the costs of production and stated that a committee named by his department would receive suggestions for, and co-operate, in an effort to maintain upon a basis of cost plus a reasonable profit, the production of milk throughout the country.

Members of this committee already named by Mr. Hoover are:

Doctor Clyde L. King, Wharton School of Finance, University of Pennsylvania, Philadelphia.

Professor G. F. Wenden, College of Agriculture, Cornell University, Ithaca, New York.

F. A. Pearson, Dairy Department, College of Agriculture, University of Illinois.

J. W. Sullivan, American Federation of Labor.

Mr. Hoover stated further that he hoped to announce an arrangement under which feed cost could be materially reduced through an arrangement for shipping abroad manufactured cereals milled in this country, with the milling costs wholly or largely resented in the price for the manufactured product, thus releasing the by-products used in dairy feeds at a lower price.

A representative of the cotton seed interests was introduced who explained the situation with respect to cotton seed.

Mr. Equa representing the Food Administrator continued the meeting and called for reports from various districts, which were given by Messrs. Potter of Chicago, Pattee of Boston, Cooper of N. Y., and Hervey of Jefferson, Ohio.

A meeting of the Committee with Mr. Equa was held in the afternoon at which a general outline of the work of the Committee was discussed. It was arranged to submit at the earliest possible moment accurate and detailed statements of the cost of producing milk in the several sections of the country from Boston to Chicago inclusive, from which milk is drawn to the market for consumption as whole milk. It was also arranged to report the different systems of purchase, forms and terms of contract for the various markets, the regulations and restrictions, relation between cost and consumption, fluctuation in production at different periods and other matters pertaining to the marketing of whole milk.

The committee was informed that figures properly verified by certified accountants would be submitted by milk dealers showing the cost of distribution in the markets.

The situation in Pittsburg, where a strike is in progress, was discussed and Mr. Ingersoll was delegated to visit Pittsburg and confer with the dealers and committee of the association in an attempt to adjust temporarily, at least, the present controversy.

Cottonseed meal in limited quantities is an excellent feed for dairy cows. If fed in too large amounts it produces hard, tallowy butter, light in color and poor in flavor.

A Dealer's Deal

A Boston milk dealer sent out the following circular, copies of which have reached us from several sources. We ask producers to read it carefully. But before doing so we call attention to the fact that Messrs. McIntire, Clark and Pattee spent days in conference with this concern who at first declared that the only revision of prices should be a downward revision. It was only after bringing forward every reason the committee knew, that the revision was made. Even then this firm insisted with the greatest decision that other discounts should be allowed and those agreed to were in some cases much reduced over what these people claimed. More than once it seemed as though no agreement could be reached. The statement that this firm is "glad to offer you the price" is amusing in view of their attitude toward the matter. It was only after long, tedious negotiations that the revision was secured

July 28, 1917.

To Our Milk Producers:

.....realize the splendid effort the New England farmers are making to produce food, especially milk, for the thousands of consumers of the great metropolis of New England in these times of war.

.....have always been leaders in increasing the price to the producers whenever it is possible to do so.

We are glad to offer you the price as per the enclosed card in lieu of the price stipulated in the contract which expires October 1st, 1917, and if we do not hear from you to the contrary by August 5th we assume that you accept the offer.

We believe that you will appreciate our efforts in securing for you the highest price ever paid for milk in New England, either winter or summer, and we wish to assure you of our continued efforts to pay you the highest price for your product.

P. S. We are enclosing a pamphlet furnished by the United States Department of Agriculture which may be of interest to you.

In an announcement that this firm would raise the price for bottled milk to the family trade it was stated that it had "voluntarily" raised the price to its producers. If this raise was a "voluntary" one we wonder what involuntary action would mean.

It seems to us that the purpose of these statements is to lead producers to think that the N. E. M. P. A. had little or nothing to do with making the price. As a matter of fact it was the Association that brought about the raise, with almost every handicap possible and with dealers insisting that the price should not be raised and delaying action in the matter to the very limit. Whatever advance farmers get for August and September more than was agreed on for those months last April is due solely to the work of the N. E. M. P. A. As stated elsewhere it amounts to about three quarters of a million dollars.

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NEMPA a Real Achievement

No movement of farmers has ever in New England, and it is doubtful if ever in the country, swept on to such strength as has this movement fostered and directed by the New England Milk Producers' Association. At other times and places organization may have had a large, quick growth and been of great benefit but the NEMPA is more than a move to secure a present help or be a protection against oppression. It is at once destructive and constructive. It has torn down and is removing the debris of an unjust, unreasonable and antiquated system of dealing and handling dairy products—one that inflicted hardship on individual farmers with no compensating benefits to any number of people.

The NEMPA program is constructive in that it has a workable plan to insure the permanency of the great industry, the greatest single industry in New England, and to enable the farmer to conduct his own business affairs.

The real achievement has not been the gaining of a higher price for milk and its attendant benefits, desirable as these results may be. The worthwhile result is the Union of milk producers in one coordinate democratic organization, a facing forward, a focusing of principle as well as power, a foundation laid for building a structure that will endure and successfully eliminate waste and losses that jeopardize the dairy business. The satisfying thing, one that makes men marvel, is that we have proven both the willingness and the ability of farmers to unite harmoniously for definite action that requires something more than mere assent to a program and then, as the saying is, letting "George do it." In this is the promise of the future.

The present situation is as big with responsibilities as it is with possibilities. We have awakened a giant. Are we big enough, with knowledge

enough, to train him to serve or are we able only to inflame him. A chain is only as strong as its weakest link, no tree remains upright long if the ground disappears from one side, a building does not stand plump if its foundations are undermined and neither can the NEMPA stand firm and perform its functions unless accorded proper support by each member everywhere. The list of membership should be the list of cow owners in its territory. This may be achieved without undue effort if all will do their part.

Farmers are busy people, we work early and late. This is an especially busy time in all sections of New England but in many places the membership is growing rapidly. From the experience in these sections it is evident that all that is necessary to secure members is to present the claims of the Association to milk producers. This is for YOU to look after and for those in the Central Office to do all that is possible to assist.

Is it not enough that men, busy men with large farms and herds of from 50 to 200 cows, men well able to "go it alone," are giving their time personally to building up the organization? The NEMPA has had a quick growth but not of the "mushroom" type. It has been like the harvesting of a crop from well handled productive soil. The conditions have been most favorable for its development.

The position and calibre of the men who have been attracted to it, not by any immediate benefit to themselves personally but because they are far-sighted and see its possibilities for great benefit not only to farmers but to all legitimate interests, is sufficient warrant of the soundness of the plans.

No better work for the benefit of the farmers of New England can be done than the strengthening of the Association they have organized so successfully during the past eight months, to do their business with such splendid results. Every cow owner owes it to himself, his family and his community to join with the other milk producers in this association which is doing big things, the biggest that farmers have ever done for themselves.

More About Cans

When the announcement was made that a reduction had been allowed, in the price of milk, to cover the country can service a great howl went up from various sections of New England. The Association was accused of everything except being nice and some of the old line producers threatened to secede. We took the matter up with them personally or by letter at once. In nearly every case such people had heard the dealers state repeatedly that one of the reasons why they could not pay more for milk was because cans cost so much. In other words, the price paid the farmers reflected the cost of the cans, or put another way, the farmers paid for the cans without owning them. The cost for can service has been taken out of the price of milk. When the farmers took the dealer's milk can to the sugar orchard

in the spring or to the hay field in the summer, for swill or for water pails or for any other thing than milk, the dealer had to replace that can and he paid enough less for milk to pay for the new can. Under the N. E. M. P. A. plan any farmer who furnishes his own can should receive for his milk what he saves to the dealer in can service. There are three big milk companies in New England who if they saw fit to withdraw their cans from service could thereby prevent tons of milk from coming to market. As we have said before, the producers must sell milk to the dealers who will furnish the cans. Cans at present cannot be had at any price in sufficient numbers to handle the milk of New England. The large dealers own absolutely the only means by which this necessary commodity can reach the consumers. Is that a safe proposition?

But our objecting friends said that it was impossible that any farmer who sent his milk to market in his own cans should get his identical cans back. We know of places where three or more dealers get milk at a single railroad station. Some of these dealers had very few dairies at some of these stations. Yet the railroad unloads just so many cans at each station for each of the dealers who get milk at that station. If those cans were billed to individuals the road would have to unload them just the same. It might make more work for the dealer to look after the cans but it is not a problem half as difficult as some that have been tackled and solved by the Association.

There is another very simple solution of the situation that can be worked out when cans become available at anything like a reasonable price. It is a can Company or association owned by the farmers in which each man may own so many cans by paying a certain price. He may not always get back the same cans but he will get the number of cans he is entitled to. If the actual cost of can service were charged to each farmer instead of being taken out of the price of milk he would be more careful how many cans he used, less would disappear from the milk service and the present cost would be materially reduced.

Let's not get "gun shy" of new propositions designed to cheapen and improve the business of shipping milk to city markets. Chicago farmers furnish their own cans. So do those in other places. Think it over, Mr. Producer. Perhaps you may have a better plan. Let's see if we can improve the service and at the same time decrease the expense. What is saved on cans should be added to the price of milk.

Hauling Charges

Readers of the Dairyman will note that in the price agreed on by the Association and the dealers for August and September milk, a deduction in each zone was made to cover what were alleged to be the actual costs of hauling milk from the farms to the R. R. stations in that zone, over

and above the amount paid by producers, whose milk was hauled. In other words the cost of hauling was divided, part being charged to the men who got that service and the rest taken out of the price of milk. There is no defence for this practice. It is not right. Men whose milk is not hauled should not be obliged to take less money for their milk in order to make up the deficit in hauling some other men's milk at less than cost. The cost of running a milk team should be paid by the men whose milk is hauled on that team. But the Association did not feel justified in throwing the cost entirely on the users of these teams without notice and without a chance to make other arrangements. Had that been done such producers would have charged that the Association was unfair and that by making an extra collection cost for them they got little or no benefit from the increase in price, while others got a very large raise. It was not because it was right but because it was policy that the present arrangement was made. The understanding with the dealers is that before October 1st a plan shall be worked out under which those whose milk is collected shall pay the actual cost of the operation. More will be said about this matter next month.

In the mean time, after the deduction was made to cover the loss in operating these teams, we understand some dealers have advanced the price of collecting. If that be true either they are taking an unfair advantage of the arrangement made with the Association or their costs of hauling have increased. We would like to hear from any place where hauling charges have been raised by dealers since August 1st.

We know of places where two or more concerns run teams over the same roads collecting milk, each team getting part of a load. In some cases where routes overlap it is the practice of the farmers to jump from one dealer to the other each month. They claim it helps greatly in the test. There is waste and expense in running two teams to do the work of one. If the actual cost of the teams were charged to the producers patronizing them, as a direct hauling charge and not taken in part out of the price of milk, such men would work to eliminate the unnecessary duplication of service, would try to equalize production so as to reduce the added expense of under-loads and would use these teams on the outward-bound trips for bringing things from the R. R. station to the farms. One of the advantages of the Association in price making is that it searches out and identifies these things, calls attention to present abuses and seeks to correct them.

Hauling charges are a local matter. The Central Association cannot fix a schedule of prices for that service. It should be one of the works of the local Association to arrange routes and prices for this service in each locality. Let the local officers get busy.

Think of a price revision in the summer season.

GROUCHES.

There are in the world classes of men called grouches. We have them in the N E M P A. Here are a few samples:

Grouch No. 1. The fellow who doesn't get as big an advance in his price on August 1st as some other fellow. Generally Grouch No. 1 has been getting a bigger price than the other fellow. When prices are leveled up where they ought to be he doesn't get as big an advance but he gets as much as others get in the same zone for the same quality of milk. He has no kick coming except that he has been put on the same basis as the rest, instead of being one of the favored few. Quite often this favoritism has made him a very enthusiastic shouter for the contractor who bought his milk.

Grouch No. 2. This is the man who has a better plan. Usually his knowledge of the milk business is limited to his neighborhood and because the N E M P A has not solved the problem that is peculiar to that community, or because the method at first adopted is not quite as advantageous to that community as some other method would be, he kicks. It would be mighty easy to arrange a fine system for about any small community, but when you undertake to establish a system for all New England you must recognize differences in localities. It cannot be the good of one locality only, but the general good of all New England that counts and to express a sound opinion a person should be familiar with all New England. The man who has pet ideas usually bases them on local conditions. "New ideas are the material with which progress is made." It is impossible that any one shall know all there is to know about the milk business and suggestions and advice from any locality will be very gratefully received. But we do not like the grouch who without knowing why something is or is not done, kicks because it ought to have been done otherwise.

Grouch No. 3. This is the fellow who thinks things ought to be straightened out right now. He can't wait until the proper time. He knows what ought to be done and wants it done now. In some ways we admire his spirit, but he must temper his enthusiasm with judgment. It has taken over 1900 years to get the doctrines of a certain great teacher accepted by a fraction of the world's population and even those who have accepted his teachings are furnishing the greatest example history affords of the violation of the principle they claim to espouse.

We have made wonderful progress. We admit that had we been better equipped with brains and money we could have done more. We need more of both in this business, but we are surprised that we have been able to do so much in a short time. We believe it is better to be safe than sorry. If anyone can help us to hasten the date when our difficulties will be adjusted we certainly will appreciate him in the N E M P A.

Grouch No. 4. The man who declares that the Association is no good, that he always did business for himself and he always will. Our inclination is to let him do it. This kind of a man ought not to accept a higher price for milk because he did not do anything to get it. He ought not to accept any of the other things the organization has procured because he did nothing toward them. This kind of a man is always to be found in the world; he is the meanest sort of an individual imaginable. It is not because he doesn't want the advantages the Association can get but because he doesn't want to help pay for them. He doesn't want to take any responsibility, he doesn't want the dealer to know he is trying to get a better price. Such men hang around the dealers with gratuitous information, telling them what they can find about the N E M P A, furnishing them with copies of our literature and correspondence. Men like this are beneath contempt; they would be an injury to the organization if they belonged to it. We have considerable admiration for the man who for any honest objection, refuses to join the Association but we have profound contempt for the men who are so anxious to get its advantages without bearing any of its burdens.

Grouch No. 5. This is the man who wants the organization to undertake the impossible. He is usually a pretty good friend to the idea we are working on but has impractical, visionary plans. He declares we should undertake things that we know are impossible. The N E M P A will last because it pays strict attention to its own business, giving it painstaking management in every detail, and does not attempt to solve the problems of the world. It is a big job to readjust the system of marketing dairy products in New England, a bigger job than it would be in any other section of the country because our territory is so split up by natural conditions, our markets are so numerous and under such different systems of transportation, sanitary regulations and other things entering into the milk problem.

Speaking generally, the fellow who wants us to do more helps us more than he hurts us. He encourages our ambition, enlarges our vision and gets our minds away from the little dribbling details.

There are various and sundry other grouches, but we are glad to say that the sum total of them all is not a fraction of the membership or of the farmers of New England. The vast majority are enthusiastic for the organization and are joining as fast as the opportunity presents itself. These men do not expect the impossible, do not require a year's work done in a day, recognize the necessity for government by the general good rather than special favor and in every way help and encourage the organization in its work. Producers are almost unanimously in favor of the N E M P A.

Dairymen will gain justice through organization, not by individual effort. Join the N. E. M. P. A.

Boston Chamber of Commerce

The following paragraphs appeared in an editorial in the August Dairyman, relative to the Chamber of Commerce Milk Survey:

* * *

"The figures obtained are not yet available for publication. When they will be published, if at all, is uncertain. We believe, however, that having been made at public expense, in part at least, these figures are not the private property of the chamber of commerce, and, if they are not given publicity within a reasonable time, an effort will be made in justice to the producers and to the consumers to have them published.

* * *

"Let us have the figures gathered this summer, probably the best now in existence. Make them public, and the farmers will gladly agree to be governed by what they show.

"In this connection, it occurs to us that, if the public is entitled to know what it costs the farmer to make milk, it might be equally entitled to know what it costs the dealer to distribute milk. If the public is entitled to efficient production, it is also entitled to efficient distribution.

"If the chamber of commerce, or public safety committee or any one else, wants to know where the money is in the milk business, let them investigate the dairy process from cow to consumer. It would be an illuminating factor in the New England Dairy situation to have the facts known with respect to production and distribution costs. We hope the whole story will be told."

* * *

Representatives of the Chamber of Commerce have objected to this editorial. We assure the New England dairymen that in our judgment the Chamber of Commerce through its Committee on Agriculture has done an immense amount of work of inestimable value to the dairy industry. We believe the purpose and intention of the Boston Chamber of Commerce is to help the dairymen of New England. No insinuation to the contrary was intended in the August editorial.

We are further informed that just the kind of survey of costs of distribution that the editorial suggests is being made by expert accountants who are now at work on the dealers' books under the direction of the Chamber. The big dealers' books are being examined by Mr. H. B. Hawkins, a certified public accountant of New York City.

Mr. Hawkins is an expert in book-keeping methods used in the milk business and it was he who made the most exhaustive study of the New York city dealers' accounts for the Wicks Legislative Committee. The expenses of the lesser dealers are being examined by competent accountants under the direction of Dr. A. E. Cance, Professor of Agricultural Economics at the Massachusetts College of Agriculture. Dr. Cance has recently examined the distribution costs in other Massachusetts cities.

Altogether it is probable that in no

BUTTER FAT.

The N E M P A asked the dealers to pay for butter fat in the territory where milk is bought on weight and test, at the rate of forty cents a pound, or to give 4c. per cwt. for each point of test above 3.5%. Just at the time when this demand was made the butter market fell off about 7c. per pound. The dealers claimed that they could not remove the butter fat from this milk without infringement of law and the only use the extra fat in milk was to them was in bringing up the standard of lower testing milk by mixing. For that purpose the excess fat was not, according to their statement, worth the price asked, and that for manufacturing purposes they would be better off to buy butter on the market than to pay the price demanded. The matter was finally compromised by reducing the test requirement from 3.7% to 3.5% and paying for the excess fat at the rate of 35c. per pound or 3 1-2c. per point of test above 3.5% per cwt. This settlement adds 7c. per cwt. to the value of milk in this territory without respect to any raise in price. It was deemed better to accept this arrangement than to plunge the Association into a doubtful fight. The trouble in fighting the matter out was that so small a part of the milk of New England is sold in this way that the rest could hardly be expected to assume a risk for the sake of these few who had in the reduction of test already received a substantial raise in price. This is another illustration of the necessity for uniform conditions of sale. When all New England gets on the same basis it will have a common cause to fight for and can get together for its common good. Meantime a temporary adjustment under which part of the advance sought was obtained, was accepted by the Association. The main thing is that ALL producers got a raise in the adjustment and time was given in which to bring out the facts for further consideration.

One of the big questions to be solved in the New England situation is the determination of a reasonable price for butter fat both for manufacture and for sale as whole milk. Prices vary in different sections according to the market, according to the efficiency of creameries and dealers in manufacture and sale of these products. An effort will be made during September by the Association to get the creamery interests together in some sort of selling organization under which the sale of manufactured dairy products can be made to better advantage, thus raising the price of the products of milk and furnishing an outlet for milk that is now thrown on the market at an unreasonably low figure.

section of the country is a more exhaustive and valuable study of the whole milk problem being made. In this and other work the Chamber of Commerce and the N E M P A are in close and friendly touch. We very gladly acknowledge great indebtedness in the past, and the hope and expectation of continued friendly co-operation.

A Chance for Reform Wide Variation in Market Prices For Milk

An effort has been made to learn the prices at which dealers sell milk in the large cities of New England. There is no uniform price in any city in either retail of wholesale trade. Springfield is paying 12 and 13c per quart for bottled milk delivered and from 10 to 12c at the stores; Worcester price is 12c per quart for family trade and 10c per quart at the stores; in Providence the price is 13c per quart for family trade; in Boston the larger dealers are charging 13c per quart for family trade and the stores selling at 12c with some smaller dealers cutting under from 1c to 2c per quart. Many of these smaller dealers will raise September 1st; in Haverhill family trade pays 12c per quart; at Manchester 12c per quart.

Milk prices in the towns and cities around Boston have a wide and strange diversity. It makes a whole lot of difference where you buy it. In the little town of Acton, a quart can be had for seven cents, but in classic Wellesley, the same thing costs sixteen.

While the big dealers say they cannot state just now whether prices will be higher this Fall, notices of increase have been sent out already in some towns. In Newton, one concern has notified its customers that milk will cost fifteen, instead of thirteen cents, beginning September 1.

Here is the range in prices according to a Boston daily:

Acton	7
Harvard	8
Belmont	11
Squantum	11
Dorchester	11
Melrose	11-15
Wakefield	11-12
Malden	11-15
Everett	11-15
Wellesley	11-16
East Boston	12
Chelsea	12
Allston	12
Jamaica Plain	12
Roslindale	12
Milton	12-14
Waltham	12-15
Watertown	12-15
Newton	12-15
South Boston	13
Lynn	13
Hyde Park	13
Brookline	13
Roxbury	13
Weston	13
Swampscott	14
Nahant	14
Somerville	14
Saugus	14
Hull	14

At Springfield the dealers pay 7 1-2c per quart delivered in Springfield, for milk within 40 miles of the city and 7c delivered in Springfield for milk beyond 40 miles from the city. The same prices are paid by the dealers of Worcester. Providence dealers pay 8c for milk delivered in Providence from within 20 miles of the city. 7 1-2c for milk between 20 and 40 miles and 7c for milk beyond 40 miles. Haverhill dealers are paying a little over 8c for nearby milk. Lawrence dealers claim to be paying the same price. In Lowell nearby milk is selling to the dealers for 60c per 8 1 1/2 quart can delivered. The same price is paid by dealers in Nashua and Manchester. These price variations will indicate

the necessity of more thoroughly organizing the several markets. There should be a more uniform price scale between the dealers and producers. The price nearby farmers can get for milk delivered in cities like Manchester, Haverhill and Portland will depend upon the price at which their milk can be replaced from other sources. Milk bought for Boston and at Boston prices moves through the principle cities of northern New England. The price farmers can get for milk delivered in those cities will depend upon the price at which milk bought for Boston and passing through those cities can be sold for in those markets. Nearby milk, as suggested elsewhere, is entitled to a higher price than milk shipped to any market from long distances, but if local producers ask more than the price at which the dealer can replace their supply from a car that passes through that city en route to some other market, car load shipments will be stopped and the dealers so supplied. That price depends on the price at the city to which the car was originally billed. For instance:— if the price local dealers are asked to pay the farmers near Manchester, N. H., is too high, milk bought in northern Vermont for the Boston market and shipped through Manchester, will be stopped at Manchester and the local dealers supplied with milk from it.

It is therefore to the interest of the producers in the vicinity of all northern New England markets that the Boston price reach the highest reasonable level. The more milk is worth in Boston the less likely it is to be stopped en route for distribution in some lesser market. All New England should join in the movement to get a reasonable price for Boston milk.

* * *

The price system by zones, based upon a delivery in the market, is we believe the best piece of constructive work that has ever been done for New England dairying. It is very objectionable to the dealers who have bought in the helter-skelter, haphazard, discriminatory way, paying different prices in different places, at different times. In the adjustment to the uniform basis it must needs be that the increase in prices will vary according to the price that had formerly been paid in the different localities. A locality that got less than the average before will get a bigger increase than the locality that got more than the average and the dealer buying in the latter locality takes great delight in telling the producers that the reason they do not get as much of an increase as some other fellow got, was because of the N. E. M. P. A. As a matter of fact the N. E. M. P. A. has brought about an adjustment under which a greater degree of justice to all sections is had in New England beginning August 1st than was ever had before. There remains much work to be done. The fact that so much has been done is the greatest encouragement to continue. Hereafter when your dealer or his agent throws his hands up, shrugs his shoulders, elevates his eyebrows and charges it to the N. E. M. P. A., don't worry.

How Long Shall Contracts Run?

For how long a term should the contracts of October 1st run? One of the important matters before the National Food Administration and the Producers' Associations of the country is to determine this question. There are advocates of a month-to-month price. This would very likely meet the approval of the larger dealers but would be a tremendous problem for the Association. No one, with any experience, wants to go through a price adjustment every thirty days unless it is absolutely necessary.

Some believe a three months price should be established. There are good reasons for this arrangement. It is believed by many that, under present conditions, farmers would be unwise to contract their milk for a longer period. Many dealers believe that three months would give the selling market sufficient stability. Another reason for a three months period is that it brings the mid-winter adjustment at a time when conditions are fairly normal and a price more representative of actual needs could be determined. The six month system beginning April 1st and October 1st is believed to favor the dealers in that both dates are when the greatest flush periods are on. July 1st and January 1st are said to be more normal periods. One is at the beginning of the flush season and the other at the beginning of the short period.

So far as we can learn there are very few advocates of a six month period of contract. An inquiry is being made in the New England states for the purpose of determining the wishes of producers in this matter and from its results the policy of the Association will be determined. The Association would be glad to receive suggestions from its members.

It is certain that the contract period for New England should be the same as for the rest of the country and whatever is agreed on in New York and other large markets should also govern in New England.

ORDER FOR DUES.

If the officers and members of locals realized the benefits to themselves and our Association to be derived from these little yellow slips they would not delay a day in signing them up and sending them in. A bunch of them in the hands of a dealer keep him continually reminded of the strength of our organization and he comes to realize that he must deal with it, whether or no. It puts this office in immediate information relative to prompt payment for all dairy produce. Slow and uncertain payments will soon become a thing of the past if all members will see to it that their order for dues is in this office. DO IT NOW.

Tell your neighbors about the New England Dairyman and the N. E. M. P. A.



Butter Fat at Lower Cost Per Lb.

No other breed can produce rich golden butter fat as cheaply as the Guernsey.

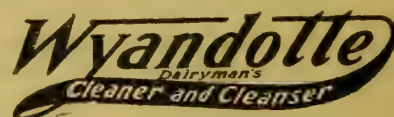
Official yearly records show—one cow has given 24,008 lbs. milk and 1,098 lbs. butter fat. Seven cows average over 20,000 lbs. milk and 1,000 lbs. butter fat.

Over 1,700 matured Guernseys average over 10,000 lbs. of milk and 500 lbs. butter fat a year. Write for the "Story of the Guernsey Cow."

American Guernsey Cattle Club
Box T Peterboro, N. H.

JUSTIFIED Self-Satisfaction

Self-satisfaction may or may not be justified. Hundreds of milk dealers, milk producers and buttermakers are using Wyandotte Dairyman's Cleaner and Cleanser who have a certain feeling of self-satisfaction in knowing that



is the only cleaning material accepted by every leading Dairy Authority and by a majority of the dairymen themselves.

This self-satisfaction comes primarily, not from the fact that a majority endorse or recommend its use, for that would be a very poor reason, but from the one conclusive, demonstrable fact that Wyandotte Dairyman's Cleaner and Cleanser makes the dairy or factory more sanitary with less work and at a smaller cost than any known dairy cleaning agent.

The self-satisfaction resulting from the use of Wyandotte Dairyman's Cleaner and Cleanser is based purely on its ability to insure a better quality of milk and dairy products and to provide dairy cleanliness without loss or injury to the dairy products or to the utensils or container.

Indian in Circle



In Every Package of
Wyandotte Dairyman's
Cleaner and Cleanser.

To know of such a material with such a record is surely worthy of serious thought by every dairyman or factoryman not already using this valuable material. Ask your dealer or order from your regular dairy supply man. He will refund your money if every claim made for it is not fully proved.

THE J. B. FORD CO.,
Sole Mfrs. WYANDOTTE, MICH.

This Cleaner has been awarded the highest prize wherever exhibited.

IT CLEANS CLEAN

Near-By and Far-Off Milk a Difference in Value

What is the difference in value between nearby and far off milk?

When the N. E. M. P. A. announced its price in the Spring it used as a base the center of New England milk supply, the zone from 160 to 180 miles. It added 1 1-4c per quart to the price received the year before in that zone, it then reduced the price as distances increased and increased the price as distances were reduced, by the differences in transportation costs. It was found that an increase of 1 1-4c per quart in the distant zone added to the saving of freight, as distances decreased, gave a price for the first zone that was considerably less than the dealers paid in that zone the summer before. In other words the market itself has established a higher price for nearby milk, a price greater than the saving in transportation. The best information we could get showed that during the past year nearby dealers have owned their milk at 1.4c per quart more than the dealers paid for far off milk delivered at Boston. In the second zone, from 20 to 40 miles, the average price paid was .6c more than was paid for far off milk. The Association in figuring these prices considered milk within 20 miles of Boston worth 1c per quart, and milk in the second zone 1-2c per quart more than milk from beyond those zones. These prices do not represent the additional price established by trade conditions previous to the price making efforts of the N. E. M. P. A.

The N. E. M. P. A. prices really favor the small dealer getting a nearby supply. We have asked him to pay relatively less than he has paid in the past. This arrangement was made for the purpose of encouraging nearby small dealers and to avoid the charge that the organization favored the large corporation, buying milk at long distances.

Quite contrary to our expectations the small dealers have made considerable complaint on the score of discrimination, when really the only possible discrimination was in their favor. Some farmers in the distant territory complained that the N. E. M. P. A. has made a higher price on nearby milk, thinking this to be a discrimination against them. As a matter of fact if nearby milk is available to the small dealers at the same price delivered in Boston at which distant milk can be had, it will enable these dealers through the economies possible in handling and waste to undersell in the market and break down the price for far off milk. Just what the difference in value between nearby and far off milk should be is a difficult matter to determine.

The prices given were reached after careful study of actual conditions. The dealers in Springfield objected to paying more for nearby milk. In view of the fact that a much larger percentage of the Springfield milk supply is made within a few miles of that city, it was determined to consolidate

the first two zones with the price of the second zone. To this arrangement the dealers of Springfield, under the leadership of Frank D. Kemp, strenuously objected. The situation was finally referred to the Springfield Board of Trade. Mr. Kemp represented the dealers in Springfield and Dr. George B. Hyde represented the N. E. M. P. A. The Board of Trade decided that the zone arrangement, with a higher price for nearby milk, was entirely justified but did not undertake to say what the difference in price between the nearby and far off zones should be.

In Worcester great confusion arose in the determination of prices, due to the fact that there are so many dealers and no organization or co-operation between them. It was impossible to get them together to agree on anything except price, but the dealers immediately notified their producers that the cans which had been in use would be considered to hold 8 instead of 8 1-2 quarts. The farmers refused to accept this proposition. Dr. Hyde representing the association proposed that the contents of the cans should be determined by a sealer of weights and measures and notified all dealers that until the cans were officially decided to hold less the farmers would expect pay at the rate of 8 1-2 quart per can for the cans in general use. Nothing further was heard from the dealers.

At Nashua and Manchester the local selling committees demanded 60c per 8 1-2 quart can delivered at the market and the dealers have accepted the price. At Nashua a small flurry developed which was ironed out with very little difficulty.

Some explanation is due dealers who sent out revised price lists August 1st.

The understanding was that the association should send out these prices first.

Consequently dealers' announcements were somewhat delayed.

The revised list with a letter of explanation was sent to every President and Secretary of a County or local association with instructions to at once notify all members.

We received many complaints from members that our notices never reached them, that the first knowledge they had of the August and September price was the notice from the dealers. This price not being as much as the schedule printed in the July Dairyman, these producers felt that the dealers were "putting something over" on them or the Association.

All notices and price lists sent from 26 Broad street were in envelopes calling for return if not delivered and were mailed under 2 cents postage. Only two or three came back. We, therefore, know that Presidents and Secretaries got the information. It is not the Association's fault that the information did not reach members. The only practical

way was taken to get notice to them.

Such confusing incidents will occur and criticism will follow, but the price is the main thing with the producers and they are sure of that even if notices of just what it is were slightly delayed.

LOCAL SECRETARIES ATTENTION.

There are several matters in which secretaries of locals can make the N. E. M. P. A. more efficient and to reduce the expenses. The postage bill is quite an item. We try to put matter into the Dairyman that will post the members and save correspondence. We are running with as small an office force as possible so as not to spend too much of your money. This may account for lack of promptness at times in attending to your requests. We try to keep all important matters up to date but as the price and contract making and the organizing of the Market Associations as well as the continual effort to increase the membership are all of great importance they have first consideration. Everything looks well and it is simply a case of plugging along and sticking to it to secure the benefits we saw last fall. They are coming to hand right along and more are in prospect. We cannot talk with everyone and show the gains. Watch the Dairyman for information and comply with requests as fully as possible and promptly.

(1) It is important that all members sign the new form of membership agreement and an order on their dealer as soon as possible. This and the reasons therefor have been explained in previous issues of The Dairyman. Cards and orders were sent to all secretaries in sufficient number to sign up their old members and some new ones. From many locals no

returns have come in while from others nearly all have been returned. If you have not secured the signatures of your members please arrange to have it attended to. If you desire cards, orders or information let us know.

(2) We have considerable difficulty arising from members signing cards and giving no address or giving the place where they live instead of their mail address. Please look at every card and order you send in and if address is lacking or not correct fill it in. If name or anything else is not easily read re-write it correctly on margin or back.

(3) If you know of any member not getting the Dairyman, write us and give his P. O. address.

(4) When you write be sure to state the local of which you are Secretary. We get letters almost daily where the secretary or member gives his P. O. address but does not mention the local to which he belongs. It takes time (and that costs money—members' money) to look up the name in the card index and find the local. Some of us are getting to know you very well but it is not easy with more than 490 locals to think instantly where the writer of a letter belongs. Many secretaries get their mail at the Post Office of the same name as another local and this causes confusion.

(5) Please secure the signature of any member to a new order when he changes dealers, so that we may present it for the payment of the percentage. This is very essential and we shall depend largely upon the local secretaries to look out for changes, secure the orders and send them to us.

(6) If there should be another local formed in your vicinity write us and give the names of the right men to get in touch with. New locals are being formed to good advantage in many places and perhaps there should be near you. How about it?

SELF INSURANCE

A Bank Account is self-insurance—the best and most liberal policy ever written, because it is neither conditional nor tardy in meeting obligations. Wisdom and experience urge it.

Send
Your
First
Deposit
By
Mail

A bank account insures your property, business, yourself and your dependents. And the interest that it earns will overbalance the cost of "depreciation."

Wise farmers and dairymen appreciate the protection, opportunity and convenience that a bank account affords.

Our banking facilities are always at your service.

Interest
Begins
First
Of
Each
Month

LIBERTY TRUST COMPANY

Cor. Court and Washington Sts., Boston, Mass.

Opposite the Old State House.

Contagious Abortion

Appears in Highly Bred Herds of Dairy Cattle.

The intense breeding and milking strain such cows are under makes them especially susceptible to this infection in its most dangerous form.

Careful breeders take no chances, as they know that in the past when Abortion has become prevalent in any herd it has taken years to stamp it out.

Research men of the U. S. Government and other institutions assert that there is no absolute Abortion "cure," but that it can be controlled so that the loss of calves is stopped. No serum or vaccine has been found that gives any protection. These authorities all recommend that a thorough system of sanitation be followed on every farm, including treatment of bull, cows, calves and buildings. This is the only certain means of controlling and preventing Abortion—Sterility—Premature Birth—Retained Afterbirth in cows and White Scours in calves. These all seem to be symptoms showing the presence of Abortion germs.

In the case of Abortion itself the germs inhabit and develop in the albuminous matter in the vagina and uterus. Used as an injection, the germicide Bacili-Kil (commonly called B-K) dissolves the albumin, cleanses the tissues and destroys the germs. B-K does not irritate, but is soothing and healing to torn membranes, and does not cause straining. Other substances such as carbolic acid, cresol, iodine, etc., are more or less irritating, do not dissolve albumins, but tend to coagulate or thicken them, thereby preventing destruction of the germs and thorough cleansing of the infected tissues.

B-K is a powerful germ-killer. Its remarkable germ-killing strength is plainly marked and guaranteed on every package. B-K contains no poison, acid nor oil—it is clear and clean as water and as easy to use. B-K may be used freely in the drinking water, helping to destroy the germs which accumulate in the tanks; also helping to disinfect mouths, throats and digestive tracts.

B-K is handy. You have in one jug, all ready for use by simply mixing with water, your treatment for calves, cows and bulls; also the best disinfectant you can possibly have for general use—no special mixing of various ingredients—saves trouble and mistakes—insures promptness, accuracy, convenience and successful results.

Contagious abortion is being successfully controlled in many herds by following our simple plan with B-K. One man writes: "I have been using B-K according to directions and the results have been very gratifying. My cows have every one passed the time for aborting and are calving all right in a natural way. I had lost \$1,500.00 on my cows and feel that B-K has cleaned up the trouble entirely."

B-K is sold by dairy and farm supply houses, druggists, general stores, etc., everywhere. If your dealer does not have it, send us his name.

Send for the "evidence" and these interesting, useful booklets founded on practical farm experiences.



Bulletin No. 52

Contagious Abortion—
Prevention and Control

Bulletin No. 136

Calf Scours
How to Save Every Calf

Awarded Gold Medal at the Pan-Pac. Expo.

GENERAL LABORATORIES
3500 Washington Bldg., Madison, Wis.

B-K-B-K-B-K-B-K-B-K-B-K-B-K

Marketing Milk--Surplus Due to Over Purchase and Under Sales

One of the chief difficulties in the recent price adjustment was the peculiar market condition with respect to milk. The cold, wet spring gave excellent pasturage. The milk flow during June and early July was tremendous. Dealers anticipating a shortage had taken on many new dairies. Their agents early in the summer scoured the country for more milk. When the flood came the market was inundated. Producers will have to find some way to equalize production if they want the top price.

The very conditions that produced more milk kept down sales. Hot weather will sell milk. The cold, wet spell held consumption down while it made production rise. At the same time the advance in price by the dealers made consumption less. All things in the market tended to lessen consumption while in the country conditions favored production. The result was a surplus of market milk just when the NEMPA was asking for a higher price. Dealers were partially responsible by taking on new dairies and raising the price to consumers. They claimed they took on new dairies largely because the association had told them there would be less milk in New England this summer, and during May there actually had been a brief shortage which sent them scurrying for a greater supply. They claimed that the increase in price to consumers was absolutely necessary to enable them to pay the price farmers were to get. One concern furnishes charts covering April, May and June from which the following illustrations are made:

Purchases 1916 _____

Purchases 1917 _____

These lines show comparative purchases for 1916 and 1917. If this concern were to pay the whole milk price for all its purchases it must sell much more whole milk than it did the year before. But a study of its chart shows its sales during the same period to run as follows:

Sales 1916 _____

Sales 1917 _____

Assuming that the information upon which these illustrations are based is correct, let us analyze it briefly:

1. This firm may be poor business men, ignorant of the conditions of production and sale, but they are one of the oldest in Boston and reputed one of the shrewdest and most prosperous.

2. The increased purchases may be due to increased production in territory where they "take what you make" or to the taking on of additional dairies or to both.

3. The decreased sales indicate the use of less milk by the same consumers or a loss of trade by the concern.

Speaking generally the situation presents two problems. First, to even up production so the market won't be flooded at one season and short at another.

Second, to create a demand for milk that will absorb it at prices that will pay for its being made.

There is no way in which a big price can be paid for milk except the consumer takes the milk. The food value of milk makes it the cheapest thing people can buy at more than they now pay for it. As good salesmen of our goods we ought to market them for what they are worth and that would enable us to get back what they cost. But when there comes in between a set of men, who before the NEMPA appeared, set a price to be paid to farmers and paid by consumers, without restraint on either side except competition among themselves, it is impossible for producers to properly push the sale of their products. There's no use creating a demand for your goods simply to enhance the profit of the middle man. But when producers are in a position to set a price they shall receive, it becomes up to them to help sell the goods the dealer takes of them at that price. The production of milk in New England could be vastly increased if there were money in producing it. But so long as dealers were allowed to dictate prices at both ends there could, in our judgment, be no great development. The farmers through their organization, should set a price at which milk can be produced under efficient methods at a fair profit. Then the producers should create a demand for that milk so that it will be absorbed at the price. But if in between a set of middle men are allowed to add to what the farmer gets, a cost that is unfair and unreasonable to the consumer, the producer suffers in a less demand. Is the remedy in some sort of price regulation? Costs of efficient production are available. Costs of efficient distribution should be available. A fair and reasonable profit added to each should represent the price at which we should undertake to boom the use of milk. Think it over.

Next month we expect to print in the Dairyman news items concerning different country and city matters. We want to give our paper a more personal tone. To this end we solicit news items from every member, especially from officers of locals. Send us brief statements of local matters.

The organizing campaign is going splendidly. Since the first of June

nearly 3000 members have been enrolled on the new plan and many former members have sent in the new membership contracts and orders on dealers. Most all the dealers have accepted the orders and it looks very promising for a prosperous fall. Next month we will give some membership data for the different states and other items of interest relative to organization matters.

Wise Bees Save Honey—Wise Folks Save Money

Interest Begins OCT. 10

Interest Begins OCT. 10

"For age and want save while you may. No morning sun lasts all the day."

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK
Incorporated 1869
75 Tremont Street, Boston, Mass.

ARE YOU GOING TO THE FAIR?

LOOK FOR

W. H. NEAL'S HERD OF DEVON CATTLE.

fitted without grain. Hay and grass feed only.

DAIRYMEN

Examine these animals for dairy quality. Satisfy yourself that they will make more milk and butter with less feed than any other breed.

W. H. NEAL, MEREDITH N. H.

Keep Using
BUFFALO SHAVINGS

REASONS WHY

1. Pure White Pine
2. Deodorant
3. Absorbent
4. Cheap

Chas. A. Smith, 29 Broadway, N.Y.

HOLSTEIN BULL CALF

High producing, advanced registry stock. Four months old. Nearly all white. Well grown and very handsome.

For breeding and price address
DR. GEO. B. HYDE,
East Kingston, N. H.

A CENTURY OF SUCCESS.

LADY POOR'S PURE PILE OINTMENT

Brings prompt relief if you have itching, burning or smarting sensations on the face, scalp, arms, legs or any part of the body. At your Druggist or direct from us for 25 cents.

The James W. Foster Co.,
Manufacturers Bath, N. H.

A HORSE IS AS GOOD AS HIS FEET



If your horse has no legs to stand on, if it is gone in the knees, hocked, if it has hard, dried, brittle hoofs, if it has corns, quarter-cracks or thrush, you should use

MORRISON'S OLD ENGLISH LINIMENT

Every man who owns a horse should have this preparation always on hand as it is a most remarkable remedy for sprains, bruises, cuts, open sores and all diseases of horses' feet.

Pint bottle of this remedy sent, prepaid, to any address for \$1.00. If not satisfactory you can have your money back.

THE JAMES W. FOSTER CO., Manufacturers, BATH, N. H.

Manufactured vs. Market Milk

Difficulties in Fixing Fair Prices

As long as New England makes more milk than its markets will consume as whole milk, some of it must be manufactured.

The big problem is to determine the relation between the value of milk for manufacture and its value for sale as whole milk. Perhaps the ideal way would be to throw all the milk of New England into one big vat, sell what the market would take as whole milk, manufacture the rest and divide the price received for all among the producers in proportion to their production. This plan is not simple. In the manufactured product test very largely fixes values, while in whole milk sanitary conditions, transportation rates and other matters dominate. In the old days the dealers by agreement paid the whole milk price for the milk they sold and another price for the surplus. Under that arrangement there was constant friction and alleged juggling with figures as to the amount sold. Later an arrangement was made whereby the dealers took all the milk their dairies made and paid upon a grade plan, the price varying from month to month according to the expected surplus in those months. The price for any month was low enough to enable the dealer to carry his expected surplus at the surplus price. If he sold more as whole milk he was that much better off. The farmer did not always receive the whole milk price for what was sold as whole milk. In the recent price adjustment the big dealers declined to pay the N. E. M. P. A. price of milk for manufacturing purposes. They declared that if they were required to pay these prices for manufactured milk, other purchasers like creameries and cheese factories, with whom they had to compete in selling manufactured products, should be put on the same price basis in buying. They further declared that if they continued to operate plants for manufacturing milk they would have to buy that milk at such prices as would enable them to sell their prod-

ucts in competition with the general market, that they could not do so under N. E. M. P. A. whole milk prices and if forced to those prices they would close their plants.

Under present conditions there is an enormous demand for the manufactured products of milk at remarkably high prices. These prices seem likely to advance. Under these conditions it seemed wise to arrange with the dealers for the whole milk price to be paid for all milk shipped to any market whether sold in that market or not and to leave the price for manufactured milk to be determined by market conditions.

It was suggested that certain territory be set aside as that for manufacturing milk. The Association declined to distinguish between localities. The understanding is that all milk which moves as whole milk shall take the whole milk price.

Under this arrangement one large dealer has put out a split price offer, under which the same quality of milk would bring 27c per cwt. less for manufacture than for sale as whole milk. Newport, Vermont is such a point. The producers in the vicinity of Newport are much disturbed and confused by the introduction of this new feature. How it will work out is still a problem. During the months of April, May, June and July the price paid for 3.7% milk at Newport was \$1.95 per cwt. By arrangement with the association the test at Newport is reduced from 3.7% to 3.5%. This advances the price of milk 7c per cent. The price announced for manufactured milk for the month of August is \$2.25 per cwt. This is 37c per cwt. more than was paid for the same quality of milk during the past four months, or an advance of more than 3-4 of 1c per quart. The price for milk shipped to market is \$2.523. This is an advance of 64c per cwt. over the previous four months, or a little more than 1 1-4c per quart. Obviously the producers of Newport stand to get practically as great a

**Feed that means
More Milk at Less Cost**

You who get just an average yield of milk from your herd fed with expensive grain will be interested in a feed that costs less and will increase the flow from each cow by one to two quarts per day.



International Special Dairy Feed

will do that and more. It will keep your cows healthy and happy. It is a palatable, appetizing and stimulating feed for them, blended from choice grain products, molasses and cottonseed meal. Corn and oats cost much more and are not so healthful and efficient. International Special Dairy Feed can be mixed with home grown grains or fed as an entire grain ration and it will be profitable any way you use it.

Order Before It Is Too Late

You will need this economical food next winter. Get it now before the freight congestion and while our continually grinding mills can ship it. See your dealer today. Write us if there is no dealer near you, but act now.



International Sugar Feed Co.
Minneapolis, Minn. Mills at Minneapolis and Memphis

gain over what they have been getting as the producers in other sections of New England receive over the price previously announced for August and September.

One question is how much of this milk will move as whole milk and how much will be manufactured at Newport? Another matter that should be determined is the value of the milk manufactured at Newport. There are condenseries in the country which are reported to be paying \$3.50 or more for 4% milk. There are cheese and butter factories paying practically as much as the N. E. M. P. A. price. It is understood that the concern operating in Newport has contracts with the government under which it does not get the present market value of the product. If this be true, seemingly, they are making the farmers bear the burden of their poor judgment in making a contract for manufactured milk.

Fortunately this confusing situation does not extend over much territory: In some places where it was proposed to pay for milk on the manufactured milk price, the N. E. M. P. A. has introduced buyers ready to take the milk at the whole milk price. In that case the former dealers have moved the price up to meet competition. The Association is watching the outcome in the split price territory with the intention of making

such an adjustment in price on October 1st as will be the fairest to all. Some have suggested that the whole milk price should be paid to all members be association and non-members be allowed to furnish the milk for manufacturing purposes. Non-members ought not to get as much for milk as those who are supporting the organization. It may be possible to make this distinction. It probably would require the very utmost pressure and might possibly meet with legal objection.

The picnic and field meeting at the farm of President Clark at Vergennes, Vt., was cancelled by request of the health authorities of the state on account of the epidemic of infantile paralysis.

During August, Secretary Pattee attended and spoke at meetings at West Canaan, Andover, Lisbon, Jefferson, Lancaster, Colebrook and Warren, N. H., and at Randolph and Chelsea, Vt. Most of these meetings were in connection with the Grange or the Country Farm Bureau. Much interest in the milk problem was shown everywhere and a general approval of the plans and policies of the N. E. M. P. A.

Dairymen will gain justice through organization, not by individual effort. Join the N. E. M. P. A.

STAR BARN EQUIPMENT

The **Distinctive Patented Features** embodied in **STAR Construction** are what appeals to users and why they give repeat orders.

If you want to know what these **Distinctive Patented Features** are write for catalogs. Our **Service or Plan Dept.** is in charge of Experts.

AMES PLOW CO.,

**NEW ENGLAND
DISTRIBUTORS**

Boston, Mass.

Where Car Loads Come From

Milk moves to Boston in car load lots from the following points to the various dealers indicated below. These shipments do not indicate every car load movement as more than single car loads may move from some points. These shipments are over Boston & Maine lines. The list is incomplete. Further information relative to car load shipments and the routes of open car service with the points at which milk is now loaded will be printed in the next Dairyman.

CAR LOAD SHIPMENTS.

C. Brigham Co.

Arlington, Vt., to East Cambridge, Mass.

Leicester Jc. to Boston.

No. Ferrisburg, Vt., to Boston.

Randolph, Vt., to Boston.

Vergennes, Vt., to East Cambridge, Mass.

H. P. Hood.

Barton, Vt., to Boston.

Eagle Bridge, N. Y., to Boston.

Fairfield, Vt., to Boston.

Fairfield, Vt., to West Lynn, Mass.

Fairfield, Vt., to Salem, Mass.

Fairfield, Vt., to St. Albans, Vt.

Mechanicville, N. Y., to Boston.

Milton, Vt., to Boston.

Milton, Vt., to Forest Hills, Mass.

North Troy, Vt., to Boston.

St. Albans, Vt., to Boston.

Sheldon, Vt., to Boston.

Shusham, N. Y., to Boston.

West Pawlet, Vt., to Boston.

D. Whiting.

Cambridge Jc., Vt., to Boston.

East Berkshire, Vt., to Boston.

Johnsonville, N. Y., to Boston.

Salem, N. Y., to Boston.

St. Albans, Vt., to Boston.

Alden Bros.

East Berkshire, Vt., to Boston.

Sheldon, Vt., to Boston.

Wachusett Creamery.

Enosburg Falls, Vt., to Boston.

Enosburg Falls, Vt., to Providence,

R. I.

Turner Center Creamery.

Auburn, Me., to Providence, R. I.

Boston Jersey.

Center, Vt., to Boston.

Elm Farm Milk Co.

Milton, Vt., to Boston.

Milk dealers in the cities of New England are getting to know the N E M P A. The impression seems to have been general at first that this organization was intended simply as a club over the dealers' heads to drive them upward in prices. It has taken some time to disabuse their minds but gradually they are getting to see that their interests and those of the farmers are identical. If they are to continue handling our goods the dealers must see to it that we get enough for these goods to enable us to make them; otherwise production will disappear and the business of distribution will go with it. It will be one of the greatest possible helps to the business of distributing milk to put all dealers on the same basis of purchase, making it impossible for a dealer to underbuy his competitors in

some section and thereby be able to undersell in the market.

The Secretary was invited to meet the dealers of Manchester and Lawrence recently and after explanation of the plans and purposes of the N E M P A a decidedly different attitude was manifest. All agreed that if the Association's program could be carried out, it would be a great advantage to the business from the dealers' as well as the farmers' standpoint.

We have constantly impressed upon the dealers that their money should be made in selling milk; that if all are put on the same basis in buying they can then compete against each other fairly in the market.

Since August 1st it has been possible for the first time in New England to know what milk delivered to the city markets was costing the dealers. Before then prices varied according to localities and the ability of the dealer in bargaining. An increased price did not mean an equalized price. A flat raise in price all over New England perpetuated the inequalities of the different sections.

Under the present adjustment the dealers themselves, and more especially those nearby the large markets, are benefitted by the policy of the N. E. M. P. A.

INCORRECT ADDRESSES.

Why don't someone speak right out in meeting and let us know how mail should be addressed in order that it may reach the list following whose addresses are incorrect on our records?

Don't hesitate because you are not the President of these great and glorious U. S. A., nor even the Secretary of State of your Commonwealth; if you see a name on the list which looks natural to you, just buy a one cent postal and send it to 26 Broad Street, Boston, Mass., with your neighbor's address all fixed up nice and pretty and as it should appear on our records.

These people are languishing for the paper or letter that never comes. "Do unto them as you would be done by and do it first."

This is the list:

L. Oscar Erickson, Hathaway road, New Bedford, Mass.

Louis Lemciceq,

John Peets,

Manuel J. Maciel.

J. C. Pierce,

C. B. Silvia,

Thomas A. Vokes,

Joseph Howland,

Manael Machado Santos,

Frank Truall,

John B. Mintez,

Edgar H. Garrison,

E. L. Casey,

Wm. A. Coggeshall,

Ernest L. Faulkner,

S. B. Gray,

S. C. Reed,

Augustus White.

All above of New Bedford, Mass.

Local:

Carl C. Burcher, North Scituate,

Rhode Island.

\$49,454.00

OFFERED AT
SPRINGFIELD, MASS.

This Region is in Need of More and Better Live Stock. Recent Sales Prove that it is a Generous Buyer of Pure Bred Animals.

Breeders and Exhibitors Should Take Advantage of the Opportunity to Show and Make Sales at the

Eastern States Exposition and Dairy Show

October 12 to 20, 1917

Classes For

DAIRY and BEEF CATTLE, HORSES, SHEEP
and SWINE, FRUIT, VEGETABLES
and AGRICULTURE

Entries Close September 18th

For Premium and Prize Lists and other Information write to
J. C. Simpson, Gen. Mgr., Springfield, Mass.

COME TO BRATTLEBORO

(The Holstein-Friesian Capital of America)

"Do your bit" to increase the food supply of the world by increasing your herd of purebred Holsteins.

Honesty, Square Dealing and Satisfaction are Characteristic of the Methods of

THE PUREBRED LIVE STOCK SALES CO.

Whose Sales are acquiring a reputation Nation Wide and are developing patronage from Coast to Coast.

Health, individuality and condition in every animal entered is required from the consignor and rigid veterinary examination is made by the company.

OUR NEXT SALE OF 150 REGISTERED HOLSTEINS

Will Be Held in the Splendid New Pavilion

Tuesday and Wednesday, Oct. 2 & 3

Sale Will Consist of:

Fresh cows and heifers.

Dry cows and heifers soon to freshen.

Bred cows and heifers in milk.

Young stock of both sexes.

From herds of reliable breeders.

The Purebred Live Stock Sales Co.
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President: Hon. J. W. Prentiss, Alstead, N. H., President of the New Hampshire Holstein-Friesian Club. Treasurer: Brattleboro Trust Company, Vermont. Directors: A. B. Clapp, President of the Brattleboro Trust Company; F. L. Houghton, Editor Holstein-Friesian Register; J. W. Prentiss, Alstead, N. H.; G. F. Gregory, Dummerston, Vt., President of Vermont Holstein-Friesian Club; A. L. Brockway, Syracuse, N. Y., Director Holstein-Friesian Association of America.

Offices, Room 28, American Building

Sales pavilion on Vernon St., near B. & M. and C. V. Railroads.

DEALERS' CONDUCT.

Letters have been received indicating that many dealers are doing what they can to discredit the N. E. M. P. A. Some of the mis-statements made are amusing, others exasperating and all contemptible. Any deception of this kind is unfair and will react on those who attempt it.

If the dealer sends a leaking can it is the fault of the N. E. M. P. A. If he is slow in making his payments the N. E. M. P. A. is responsible. If his tests are ridiculously low he blames the N. E. M. P. A. If the trains are late and the milk sours setting in the sun, it is because of the N. E. M. P. A. If consumption falls off or the price of butter and cheese decline charge it to the N. E. M. P. A. In fact if it rains or the baby has the measles it is the fault of the N. E. M. P. A.

The truth of the matter is that some dealers are trying to blame their own short comings on to the organization. They are doing things to break it down, discredit it and claiming for themselves every good thing and charging to the Association every bad thing that occurs in the milk market.

If the producers could have gone through the negotiations by which prices have been raised in New England in the last six months they would understand who were their friends. It is safe to say that the

milk buyers for the Boston and other markets are strictly business men so far as buying is concerned. It is their aim and purpose to buy as cheaply as they can; that is good business and we don't blame them. It is our purpose to sell as dearly as we can and in that object we have to consider what the effect on the market will be in charging the dealers higher prices. The organization does not attempt to regulate the price at which the milk of its members shall be sold by the dealers. We understand that to be contrary to the laws of the land. It is to our interest that the price the public pays shall be as small as possible in order to encourage consumption. We realize that what we can get for milk depends on what the dealer gets for it and that in order to pay us a reasonable price he must charge that price plus his own cost and profit to the public. We have an interest in seeing that his costs are not too high and that his profit is not too great.

The great advantage to the industry in having a systematic, equitable plan of price making whereby the cost of whole milk to any dealer is a matter of common knowledge to all, lies in the removal of the unjust, unfair discriminations against localities, that have been practiced from the beginning up to now. Under a systematic price schedule every dealer knows what milk cost him laid down in Boston, he can plan accordingly. Every farmer knows that he is getting as much for the same quality of milk as every other farmer similarly situated.

NOW

Is the Time to be Thinking About Your Feed Re- quirements for NEXT FALL

WHILE we are not able to take any further business at the present time, we expect to be ready to make shipments again about the middle or end of October. We, therefore, urge our dairymen friends to get in touch with their feed dealers now and to make early reservations for

Larro-feed



If you have ever tried this wonderful feed you will want to make sure of having an ample supply for your next year's requirements. Hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits next winter by placing your order now for your next season's requirements. Speak to your dealer about it.

THE LARROWE
MILLING COMPANY
GILLESPIE BLDG., DETROIT, MICH.

Make Your Dairy Clean & Sanitary With CEMENTSEAL Enamel



Bronzing Liquid

1-qt. cans, per quart ...\$.50
1-gal. cans, per gallon 1.50

Aluminum Bronzing Powder

1/2-lb. cans, per can ...\$1.50
1-lb. cans, per can ... 2.25

No dairy is thoroughly clean, sanitary and dust-proof until it has been painted with Cementseal Interior Enamel. It effectively seals all pores, cracks and crevices, and because of its wear-resisting qualities is the most economical for dairy purposes.

Walls, ceilings, coolers, vats, churns, presses, pipes and tanks painted with Cementseal are fully protected against mildew dry rot or rust. It is especially recommended for use on metal or concrete whey tanks—to increase their length of service. Makes coolers curing rooms, cheese racks and shelves, spotlessly clean.

No white lead is used in the manufacture of Cementseal, therefore it is non-poisonous.

It is proof against steam, moisture, grease, oils, or interior expansion due to thermal changes. Gives 100 per cent more light, which means more efficient work, and will retain its brilliant gloss for several years.

Every concrete or cement floor, when treated with Cementseal becomes a solid surface—durable, dustproof, elastic and impervious to water. Heavy trucking, scraping or footwear cannot chip or mar its surface, nor produce dust.

Cementseal is the hardest, toughest and most economical enamel on the market. Made in sixteen different shades. The following shades are carried in stock: White, Light Gray, Dark Gray or-Slate, Red or Wine Color.

Net Prices

1-gal. cans, per gal.\$2.80
5 or 10-gal. cans, per gal. 2.70
15 or 20-gal. kegs, per
gal. 2.60



Heat-Resisting Black

for use on boilers, steam pipes, etc. Has a high enamel finish and is not affected by the most severe heat. Will not crack or peel off.

1-gal. cans\$2.00
Black Asphaltum
1-qt. cans50
2-qt. cans75
1-gal. cans 1.25

HENRY E. WRIGHT & SONS, Incorporated

Manufacturers of a Time Tested Line of Superior DAIRY, CREAMERY AND FARM EQUIPMENT

12 SOUTH MARKET STREET, BOSTON, MASS.

Price of Milk is Up

Producers cannot expect that milk buyers will continue to accept milk which will not stay sweet until it reaches the market. From reports it seems that many farmers have been cut off because their milk would not keep sweet. The condition of the cans is one of the important factors in keeping milk sweet. Milk cans which have been rinsed with cold water to which has been added 1-2 oz. of Germ-X per gallon will do wonders, and it is harmless, pure and odorless.

Write for free information.

**North Star
Chemical Works**

Lawrence, Mass.

Are Prices High Today?

Some dairymen who have appreciated the fact that it pays in dollars and cents to equip their cow stable with sanitary and labor saving equipment,—in other words, the James Way,—have considered postponing the installation of this equipment because of high prices.

Many of the best informed business men feel today that world conditions are such as to preclude a return to prices existing a few years ago even if the war should end suddenly.

But does James equipment cost more today? In July, 1914 it would have been possible to fully equip a 30-cow dairy barn with the best stalls, water buckets, carrier system, feed trucks, iron columns, ventilators, etc., for \$534.53. Today the same equipment would cost \$749.27.

Three years ago the average price of milk paid by three of the largest milk interests in Boston was 24 cents an eight and one-half quart can. Today the same people are paying over 50c. a can.

In other words, since you really buy things with the product of your farm, using money only as a convenience, you would have had to pay for the above mentioned equipment if bought in 1914, 19,090 quarts of milk. Today it would only cost you 12,488 quarts of milk. Certainly this is a favorable time to buy.

Cold weather will be here before we realize it. Remember that by using James equipment you can receive the anchors that go into the cement, the day after your order is received, thereby enabling you to complete your cement work before cold interferers. While we have always had a large stock in Elmira today we have a factory there,—the only one in the east,—which enables us to give as satisfactory service in the east as in the west.

If you are interested send for a copy of the James Way.



P. R. Ziegler Co.

**7 Merchants Row
BOSTON, MASS.**

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association

Volume 1. Number 7.

BOSTON, MASS., OCTOBER, 1917

50 Cents Per Year

Chamber of Commerce Report Fully Proves N E M P A Claims of Cost of Produc- ing Milk

The Committee on Agriculture of the Boston Chamber of Commerce, which has just completed the most extensive survey ever made of the cost of milk production in New England, issues the following statement concerning the result of its study:

"Summed up briefly, the survey of the cost of milk production in New England, which this committee has been making in co-operation with the Agricultural Colleges, the State Boards of Agriculture and the Committees on Public Safety of the New England States, has developed the fact that the average cost of producing a quart of milk on the farm is 6 cents, and that this same milk laid down in Boston, costs from seven to eight cents according to the distance it has to be transported.

"The difference between this cost of production and the retail price is made up of the cost of processing, delivery, collection, breakage of bottles, bad bills and profit. Complete facts as to the elements entering into this cost of distribution are not yet available, but a survey of these factors is now being made.

The Cost of Distribution.

"In this connection the point has been raised that in many businesses the price charged the man who buys for consumption is often twice the amount paid to the man who produces this commodity. We are informed that in many kinds of hardware, boots and shoes, groceries, produce, dry goods and so forth, this is not unusually the case. This difference of course between the manufacturer's price and the retail price depends upon the speed of the turnover, perishability, style changes and the like. In other words, these figures represent the cost of marketing these products, plus what profit free and open competition will permit.

"Many New England dairymen have alleged for some time that the price which they received for their milk has not been sufficient to much more than pay for their grain bill, and that they were receiving little or nothing for their labor, and not enough to pay the interest on the investment and provide for depreciation. Of course, if this were always true, the dairyman might better have sold his herd and let himself out as a hired man. This has been done in very many cases, and many farms have been abandoned, and other farms have not maintained themselves as efficient milk producing plants as they should be.

The Cow Supports the Farm.

"Hardly any farm can exist without cows, as they produce the fertilizer for the general crops, and therefore the average New England farmer is perhaps more dependent on making a reasonable profit from his milk than any one product he produces, and with the abnormally high price of grain, labor and supplies, without doubt there has been justice in his complaint.

"This summer conditions became so acute that the price paid the farmer for milk was considerably advanced. Whether this price will be adequate to induce farmers to continue to make milk will depend largely upon the price of labor and feed for their animals which they will have to pay this winter.

"It was felt that the first step necessary, if we are ever to reach a permanent solution of these difficulties, was to ascertain the actual cost of production, particularly as the average farmer, keeping no bookkeeper, had no accurate idea of what the milk was costing him.

Determining the Cost.

"To determine this cost the Cham-

ber, the Massachusetts Agricultural College and the Federal Department of Agriculture drew up a questionnaire of nearly 100 questions to be asked the producers. Through the cooperation of the Committees on Public Safety of the New England States, which contributed the funds, and the agricultural colleges, which furnished the trained men to interview the farmers, personal visits were made to 850 farms throughout New England, representing 15,000 cows, or more than forty million quarts of milk a year. The tabulations were checked against what government figures were available and the records of cow testing associations in each state. In determining this cost, not only feed and labor have been taken into account, but also interest on investment, depreciation of plant, insurance, taxes, etc. which, of course, must be taken into account in any up-to-date business.

"The figures showed that there had been an abnormal increase in the cost of all grain and feed, also in the price of labor and the laborer's board. Purchased feed increased in cost approximately 175 per cent. in a year.

Census of the Better Farms.

"In compiling these costs the Boston Chamber of Commerce did not feel that it was fair to the public nor ultimately advisable for the farmer to base their figures on cows producing very low yields of milk, as it placed a premium on inefficiency and forced the consumer to pay for incompetence in management at the farm, nor was it fair to the farmer to base it on registered herds which are exceptionally large producers and are not reasonably obtainable for a general market supply. The average production, therefore, was one which should be readily obtained by the farmer who

breeds from his best stock. The facts, however, show that a large amount of the milk supply of this city is produced by small farmers of very limited means, whose cows are producing less than the average determined as a reasonable production, and therefore, without doubt the cost of producing milk on hundreds of farms throughout New England is actually higher than the cost cited above. No effort has been made to determine the cost of producing certified milk, which is, of course, a specialized product and produced under very much heavier expense than the average market milk.

Milk, the Economical Food.

"With the price of all food much higher than normal, the public should realize that the price of milk had to advance also, but that even at a considerably advanced price it is the cheapest form of complete food one can use. Milk contains practically all the ingredients necessary to sustain life, and should be used in every family to a greater extent to supplement and displace other and more expensive foods. The tendency in the past has been that whenever the price of milk has advanced, people felt they should economize by using less of it. This is a mistake. If more milk were used, displacing other more expensive articles of diet, the actual food bill would be less, rather than more, at the end of the week."

(Signed) R. W. BIRD, Chairman,
Committee on Agriculture,
Boston Chamber of Commerce.

Accompanying the above report was the following most interesting tabulation that every dairyman should carefully study and criticize. It shows the care and exactness with which this work was undertaken and carried out.

	Cost per qt. 1916	Av. pro- duction per cow per year	Cost per qt. 1917	Av. sell- ing price per qt. 1917	Selling price April 1917	Percent- age in- crease in cost per cow	No. of cows in these records
Maine	.0562	5749	.0628			11%	
New Hampshire	.0403	5044	.0524			30 per cow per qt.	2597
Vermont	.0466	5337	.0559			20%	4650
Mass.	(s) .0565 (all) .0535 (see note)	(s) 6760 (all) 6392	(s) .0657 (all) .0663	.0516		16.3%	1577½
Conn.*	.0553	6009	Est. now .0653 .0604	.0487 (179 farms)	.0566	18%	3238
Average	.051		.0604			18.4	

Note:—(s) Selected herds. (all) All herds surveyed.

	1916	Me.	N. H.	Vt.	Mass.	Conn.
Depreciation	7.23	8.83	8.88	14.00	5.12	
Int. on investment in cows	4.34	5.67	4.44	6.09	6.53	
Grain:						
Pounds	1909	1540	1200	2662	2100	
Cost	41.36	24.13	25.49	50.16	42.25	
Succulent Feed:						
Silage	7.60	7.00	11.93	15.80	20.83	
Green Feed	1.22	1.08	....	2.48	....
Other	22	....	.80	.36	....
Hay:						
Pounds	4967	2500	2500	4074	3880	
Cost	24.86	21.76	20.90	33.68	29.37	
Corn stover .....	.55	....	.51	1.11	....
Pasture	6.09	6.00	6.95	5.98	7.17	
Bedding	1.54	4.00	1.69	1.63	1.63	
Human Labor:						
Hours	224	205	158	180	163	
Cost	49.80	30.75	34.53	49.18	39.94	
Horse labor	1.53	....	1.09	2.24	4.73	
Use of buildings	8.90	5.65	7.50	6.76	9.08	
Use of equipments	1.26	....	1.12	1.27	1.28	
Bull service	2.76	3.36	1.94	3.66	2.38	
Miscellaneous costs	5.26	4.97	4.83	6.35	6.27	
Hauling milk	8.69	6.60	7.43	32.7	....
Total costs	173.19	129.85	132.62	204.22	176.64	
Returns Other Than Milk:						
Manure	17.72	15.00	12.96	17.82	17.40	
Calves and hides	4.68	3.00	3.52	7.99	4.19	
Feed bags .....	.31	.40	.49	.66	.46	
Net cost of milk	150.48	111.45	115.65	177.75	153.63	
Production of Milk:						
Quarts	2674	2764	2478	3144	2795	
Pounds	5749	5044	5337	6760	6009	
Cost per quart .....	.0562	.0403	.0466	.0565	.0553	

Average cost per quart, \$.051.

Price Grain:					
Per ton	\$43.32	\$31.40	\$42.54	\$37.69	\$40.22
Price hour of labor .....	.222	.150	.219	.273	.245
Price hay	10.01	13.19	11.94	16.63	15.14

Average production, 5780 lbs.

	Me.	N. H.	Vt.	Mass.*	Conn.
Estimated 1917 (Summer)					
Cow depreciation	\$7.56	\$8.83	\$9.48	\$16.47	\$5.12
Int. on investment in Cows	4.34	6.40	4.44	6.09	6.53
Grain	52.50	42.80	33.00	73.18	57.75
Grain per ton cost	(50.00)	55.64	50.00	(55.)	55.)
Silage	9.44	8.75	13.60	18.38	24.57
Green Feed	1.61	1.22	.80	2.81	....
Other .....	.22	....	....	.36	....
Hay	24.86	21.76	22.75	33.86	29.37
Corn Stover .....	.55	....	.51	1.11	....
Pasture	6.09	6.00	6.95	5.98	7.17
Bedding	1.54	4.00	1.69	1.63	1.63
Man labor	55.80	47.15	39.50	49.50	48.90
Man labor per hour	(.25)	.23	.25	.275	.30
Horse labor	1.53	....	1.44	2.24	4.73
Use of Buildings	8.90	5.65	7.50	6.76	9.08
Use of Equipment	1.26	.53	1.12	1.27	1.28
Bull service	2.74	4.39	1.94	3.66	2.38
Miscellaneous Costs	5.26	4.54	4.83	6.35	6.27
Hauling Milk	8.69	8.25	7.43	3.27	....
Total costs	\$192.89	\$170.31	\$156.98	\$232.94	\$204.78
Returns Other Than Milk:					
Manure	20.00	20.00	12.96	17.82	17.40
Calves and hides	4.68	5.00	5.00	7.99	4.19
Feed bags .....	.31	.40	.49	.66	.46
Net Cost of Milk	167.90	144.91	138.53	206.47	182.73
Cost per quart .....	.0628	.0524	.0559	.0657	.0653
Per cent increase per quart	11	30	20	16.3	18
Average per quart, \$.0604.					

* On basis of selected herds.

The attention of all members of the Association is drawn to the foregoing statement and tabulation by the Chamber of Commerce with its associated organizations. The N. E. M. P. A. is pleased that such a thorough and trustworthy study of dairy conditions in New England has been

made. The public will be convinced that the relief we have demanded is necessary to the continuance of the dairy industry in New England. It is demonstrated beyond contradiction that the prices heretofore paid farmers have been too low. If they continue to decline, the public will suffer. It is to the interest of the consumers that producers get enough so that milk can be made.

Attention is particularly directed to the amount of production on which the figures in the above tabulations are based. If every cow whose milk cost more than 6c per quart at the farm were killed, thousands would disappear and milk would be a luxury in New England. The consuming public must depend on thousands of cows who don't make 5,780 pounds of milk a year. The average production per cow in New England is probably less than 5000 pounds or 2300 quarts. Their production will cost more than the sum shown in this tabulation and inasmuch as the public must depend on them for its supply it is fair to ask the public to support them on the farms. We would not put a premium on inefficient dairying but we would make it possible for the cow on which the public must rely for its support, to at least break even on the job. Selected herds of high producers should not be the ones to determine the price the ordinary farmer should get for milk during the coming winter. It should be borne in mind that these figures cover the whole year. We understand that the figures for Vermont and New Hampshire are based on the year 1916 from January 1st to December 31st. They are noticeably lower than the figures of the other states which cover the period from June 1916 to June 1917. Every dairyman realizes that the winter cost is greater than the summer cost, although there is less difference than the ordinary person has been accustomed to think. The best informed dairymen believe that this difference is not great, although many have figured out as high as \$1.00 per cwt.

It has been the custom all over the country to get a higher price for winter than summer milk, due possibly to larger summer production rather than the seemingly low cost.

We print below a table of transportation rates for 8½, 10, 21¼ and 40 quart cans and for a cwt. in 40 quart cans.

Distance	8½ qts.	10 qts.	21¼ qts.	40 qts.	cwt.
1 to 20	3.4	3.8	6.7	11.4	.18252
R. R. Transportation Rates on Milk.					
20 to 40	4.2	4.7	8.2	13.9	.16158
40 to 60	4.9	5.4	9.4	16.1	.18716
60 to 80	5.4	6.1	10.5	18.0	.20925
80 to 100	6.0	6.7	11.5	19.7	.22901
100 to 120	6.4	7.2	12.5	21.3	.24761
120 to 140	6.9	7.7	13.3	22.8	.26505
140 to 160	7.3	8.2	14.1	24.2	.28132
160 to 180	7.7	8.6	14.9	25.5	.29643
180 to 200	8.1	9.0	15.6	26.7	.31038
200 to 220	8.4	9.4	16.3	27.9	.32433
220 to 240	8.8	9.8	17.0	29.0	.33712
240 to 260	9.1	10.2	17.6	30.1	.34991
260 to 280	9.4	10.5	18.2	31.2	.36270
280 to 300	9.7	10.9	18.8	32.3	....

Readers should note that the cost of delivering milk from farm to market as stated in the Chamber of Commerce report is from 1c to 2c per quart. Under the present system of price making the farmer pays railroad transportation, hauling charges from farm to station, the expense of maintaining country stations and for

the use of cans. The cost of hauling prior to August 1st averaged slightly more than 15c per cwt. The loss in hauling which was deducted from the price of milk amounted to practically 15c per cwt. The average cost of transporting milk from farm to the railroad station in New England amounts to more than \$6.00 per ton. The allowance for can service is .0005 per quart. The allowance of country stations amounts to approximately 15c per cwt. The total of this expense is almost exactly 1c per quart. The average distance which milk moves in New England is from 160 to 200 miles the expense of railroad transportation from this distance is practically 1c per quart, making a cost of 2c per quart between the farm and the railroad station in the city. This added to the cost of making milk from the high producing cows on which the above figures are based makes the average cost of milk laid down in the market for the whole year, not less than 8c per quart.

The ordinary cow, she on whose milk we must largely depend, cannot lay milk down in Boston for 8c per quart during the winter months unless prices for grain and labor are materially reduced. It is evident that if making milk for the Boston market is to return to the producers a new dollar for the old one, he must get better than 8c per quart delivered in Boston this winter.

APPRECIATION.

George T. Greenhalgh of Pawtucket, R. I. writes:

I appreciate the work that you are doing for the New England farmer and hope to get in touch with you and talk matters over with you to see if I can be of any assistance to your Association as I believe the New England dairyman is getting the least for his work and long hours of any laboring man I know of, and I employ over six hundred hands.

A few days ago a New Hampshire man wrote in that he had tried for several months to collect a bill against a Boston dealer and failing wished the Association to see what it could do. While the Association does not run a collection department it took up this claim with the dealer and got his check the next day. That producer believes in organization.

Colebrook is at the extreme north end of New Hampshire. The Mohawk Dairy Co., buys nearly all the milk in that region and resells to the Boston Ice Cream Co. Until August 1st, the Mohawk Dairy had posted its prices at the creamery and that was all the farmers had to do with price making. Last month the management of the Mohawk Co. came to the Association for a price and put up a pretty good argument for a low rate. The Association called together the producers of Colebrook and vicinity, Mr. Pattee of the Central Association explained the Boston situation, the management of the creamery made its statement and the farmers appointed a price making committee with which the creamery did business.

Boston Prices Suspended-- Public Authorities Assume Control

By request, which if not granted was to have been made an order, of the Massachusetts Food Administration, the N. E. M. P. A. consented to an investigation by that body of the justice of its price demands with the understanding that this investigation shall be concluded by the 20th of October and that whatever change is agreed upon shall date back to October 15.

The Association demanded an increase of one cent per quart for milk for the month of October. The National Food Administration had asked the Association that long time contracts be not made on the present basis of grain prices.

The Association proposed to the contractors a schedule of prices based, according to the best judgment of the Directors, on less than actual cost of production. These prices when laid before the Massachusetts Food Administration were not approved. Acting under a Massachusetts law which it is claimed gives this committee authority, the President and Secretary of the Association were given the option of consenting to the above arrangement or of having the Massachusetts Food Administration exercise all the authority at its command in this and other states to prevent an increase in price. The Association was assured in terms not to be misunderstood that if it would consent to this arrangement the State food committee would immediately act to determine the justice of the demands and if found justified would do all in its power to see that the farmers got the price.

A similar investigation of the claims of the dealers for increased prices will be made, at which the Association will "sit in."

There was doubt in the minds of the producers' committee of the power of the Food Committee to control the situation and the Food Administrator was requested to assume the responsibility by the issuance of the proper order. The chairman stated that no other organization had refused to be governed by his request, that he did not wish to issue such an order but that if consent were not given the order would issue. That if forced to so order it would very seriously prejudice the producers' case before the committee and that it would put the Association in the position of having forced the state to use its power against it.

This action was taken at a hearing at the State House in Boston, Friday, Sept. 28th. The Association was examined at length through Messrs. Clark and Pattee as to the necessity for a greater price and why the raise could not be postponed one month. It was evidently the intent of the Food Committee to defer the increase in price one month. The producers' committee opposed such action to the utmost, stating repeatedly that it was not fair or

just that any public authority, even if it had the power, should require the dairy farmers of Massachusetts and of New England to make milk at a loss in order that dealers or consumers get it for less than cost. Attention was called to the survey, made by the Chamber of Commerce in conjunction with State Colleges, through Public Safety Committee, in the several states and paid for at the public expense, which survey shows that the price demanded was amply justified by production costs. The Food Administration declined to accept the survey as justifying the demanded price, stating that absolute justice in the matter would be given but insisted on delay. A month's delay was opposed by Clark and Pattee who declined to accept it until authorized by formal vote of the Directors. Attention was called to the fact that advances similar to those demanded by the N. E. M. P. A. had been granted by the dealers in New York and other places. The reply was that such precedents would not be followed in Massachusetts. Mr. Pattee stated that if decision as to the prices farmers were to get for their products lay with the committee, the Association would withdraw all demands for any price and leave it with the committee to determine what the price should be. Mr. Endicott stated that it was not the intention of his committee to pass upon anything except the justice of the demand already made.

It was the intention of the Association to publish its prices before Oct. 1st. The Food Administrator requested that no prices or statements be given out until after this hearing. Hence the members and the press have been kept largely in ignorance and suspense and a very uncomfortable situation created. It has been the purpose of the Association to work with the authorities and to co-operate in every possible way in the food conservation movement. It has always acceded to requests from authority and at the risk of severe criticism has done so in this case.

Immediately upon the decision of the committee, notice was sent to all Presidents and Secretaries, and the Directors of the Association called to Boston for conference. Dr. Little of New York sent a representative in the person of Frank Velie of Johnsonville. Stannard of Vermont was not present.

After canvass of the situation it was agreed that the only action possible under the circumstances had been taken by Pres. Clark and Manager Pattee and that the management of the producers' case before the Massachusetts authorities be left in their hands with authority to act.

The Association's position is materially improved by the recent developments if it can show the authorities that its demands are justified. Otherwise such prices should not be asked. We believe it will be pos-

sible to convince the Food Administration of Massachusetts that not only are the prices demanded fair and reasonable by reason of the cost of production, but that market conditions warrant the demanded increase. A finding that the Association is right in its demands will place it in an excellent position before the public and among milk producers. It will be no small achievement to place the authorities of the government behind the producer in enforcing his demands for a living price. The only objectionable features are the delay of two weeks and the assumption, questionable in law and public policy, of allowing public officials to determine what farmers shall get for their pro-

ducts. One of the results of the present situation is the assumption of price control with respect to dealers. The same authorities which pass upon the justice of our demands will determine how much the dealers shall add to what we get when they resell our products. The inside facts of the milk distributing business will be disclosed and the relation of buying and selling price determined. It will be decided whether when the price the farmers gets goes up one cent, the price the dealer gets shall go up two cents or more. Out of it all will come a great clarification of the milk situation in New England and the producers will, we hope be vastly benefitted in the long run.

PRICE SCHEDULE FOR 8½ QUART CAN MILK—3.5 TEST.

Zone	Distances Miles	Price Quart	Station Expenses	Deductions Can Expense	Freight	Total Deductions	Net Price At R. R. Sta.
1	1-20	9	0	.00425	.034	.03825	.72675
2	21-40	8.5	0	.00425	.042	.04625	.67625
3	41-60	8	.01700	.00425	.049	.07025	.60975
4	61-80	8	.02125	.00425	.054	.07950	.6005
5	81-100	8	.02380	.00425	.060	.08805	.59195
6	101-120	8	.02465	.00425	.064	.09290	.5871
7	121-140	8	.02380	.00425	.069	.09705	.58295
8	141-160	8	.02465	.00425	.073	.10190	.5781
9	161-180	8	.03060	.00425	.077	.11185	.56815
10	181-200	8	.02890	.00425	.081	.11415	.56585
11	201-220	8	.03145	.00425	.084	.11970	.5603
12	221-240	8	.03060	.00425	.088	.12285	.55715
13	241-260	8	.03145	.00425	.091	.12670	.5533
14	261-280	8	.03230	.00425	.094	.13055	.54945

PRICE SCHEDULE FOR 21¼ QUART CAN MILK—3.5 TEST.

Zone	Distances Miles	Price Quart	Station Expenses	Deductions Can Expense	Freight	Total Deductions	Net Price At R. R. Sta.
1	1-20	9	0	.010625	.067	.07762	1.83488
2	21-40	8.5	0	.010625	.082	.09262	1.71363
3	41-60	8	.04250	.010625	.094	.14712	1.55288
4	61-80	8	.053125	.010625	.105	.16874	1.53126
5	81-100	8	.05950	.010625	.115	.18512	1.51488
6	101-120	8	.061625	.010625	.125	.19724	1.50276
7	121-140	8	.05950	.010625	.133	.20312	1.49688
8	141-160	8	.061625	.010625	.141	.21324	1.48676
9	161-180	8	.07650	.010625	.149	.23612	1.46388
10	181-200	8	.07225	.010625	.156	.23887	1.46113
11	201-220	8	.078625	.010625	.163	.25224	1.44776
12	221-240	8	.07650	.010625	.170	.25712	1.44288
13	241-260	8	.078625	.010625	.176	.26524	1.43476
14	261-280	8	.08075	.010625	.182	.27337	1.42663

PRICE SCHEDULE FOR 40 QUART CAN MILK—3.5 TEST.

Zone	Distances Miles	Price Quart	Station Expenses	Deductions Can Expense	Freight	Total Deductions	Net Price At R. R. Sta.
1	1-20	9	0	.02	.114	.134	3.466
2	21-40	8.5	0	.02	.139	.159	3.241
3	41-60	8	.08	.02	.161	.261	2.939
4	61-80	8	.10	.02	.180	.30	2.90
5	81-100	8	.112	.02	.197	.329	2.871
6	101-120	8	.116	.02	.213	.349	2.851
7	121-140	8	.112	.02	.228	.36	2.84
8	141-160	8	.116	.02	.242	.378	2.822
9	161-180	8	.144	.02	.255	.419	2.781
10	181-200	8	.136	.02	.267	.423	2.777
11	201-220	8	.148	.02	.279	.447	2.753
12	221-240	8	.144	.02	.290	.454	2.746
13	241-260	8	.148	.02	.301	.469	2.731
14	261-280	8	.152	.02	.312	.484	2.716

PRICE SCHEDULE FOR 100 LBS. MILK—3.5 TEST.

Zone	Distances Miles	Price Quart	Station Expenses	Deductions Can Expense	Freight	Total Deductions	Net Price At R. R. Sta.
1	1-20	9	0	.02325	.13252	.15577	4.02923
2	21-40	8.5	0	.02325	.16158	.18483	3.76767
3	41-60	8	.093	.02325	.18716	.30341	3.41659
4	61-80	8	.11625	.02325	.20925	.34875	3.37125
5	81-100	8	.1302	.02325	.22901	.38246	3.33754
6	101-120	8	.13485	.02325	.24761	.40571	3.31429
7	121-140	8	.1302	.02325	.26505	.41850	3.3015
8	141-160	8	.13485	.02325	.28132	.43942	3.28058
9	161-180	8	.1674	.02325	.29643	.48708	3.23292
10	181-200	8	.1581	.02325	.31038	.49173	3.22827
11	201-220	8	.17205	.02325	.32433	.51963	3.20037
12	221-240	8	.1674	.02325	.33712	.52777	3.19223
13	241-260	8	.17205	.02325	.34991	.54521	3.17479
14	261-280	8	.1767	.02325	.36270	.56265	3.15735

Wherever milk is bought by weight and test, the above prices apply to 8.50% milk and dealer will pay 4c per CWT. for every 0.1 of 1% above 3.50% and deduct 4c per CWT. for every 0.1 of 1% below 3.5%.

Wherever milk can be accepted at the railroad station in cans owned by the producer, dealer will pay a premium of 2.3c per Cwt.

Wherever dealer maintains country milk stations or agents for the inspection and receipt of milk, he will accept milk at the shipping point.

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A LITTLE SERMONETTE

Modern Gideons Are Needed in the N. E. M. P. A.

In the olden days, according to the Bible story recorded in the Book of Judges, the host of Midian went out to make war upon the Israelites. The latter were comparatively weak and were unprepared to give battle. They were sore afraid, their planted crops had been destroyed and they anticipated great losses. They were without a leader and without organization.

At this crisis the word of the Lord came unto a plain everyday farmer, Gideon by name, calling him to lead his people against the Midianites. He felt that he was incompetent and not qualified for the leadership but it was finally shown to him that he was the man, and he led forth the army to give battle. The Lord, however, was not satisfied with the quality and spirit of the men of that army and demanded some tests that eliminated most of those with Gideon. Those that were afraid were given a chance to go home and thus avoid the immediate danger of injury and death. Those also who were impatient and so not to be trusted in a critical time, "who might spill the beans," as we sometimes say, were sent back. This left Gideon with his army of more than 20,000 depleted to a paltry 300, and that certainly must have discouraged a leader, stronghearted though he might be. The Lord, however, reassured him and they went on to attack the Midianites.

Now we come to the essential part of the story as it applies to the N. E. M. P. A. Certain disposition was made of the men of this force and they were given certain specific places to occupy and specific duties to perform at a specified time. You know the story. The plan was carried out and when the pitchers that had hidden the light of the torches were broken, the light flashed out in a circle on the hills surrounding the Midianites and they, thinking that a vast army was upon them, turned to

flee, and began killing each other in the darkness.

Please note these words, "And they stood, every man in his place round about the camp." In this essential lay the warrant of success. Had some of the men not been in the places assigned to them and had the breaking of the pitchers been done intermittently the alarm in the Midianitish camp would naturally not have been as great and the disorder so complete. The result might have been different. But with "every man in his place" doing his whole duty there was no doubt of the result.

Since last December there has been a call for the type of men which composed the army of Gideon. The milk producers of New England, like all classes of farmers, were without organization. The fruits of their labors were lost to them because of the conditions under which their products were handled. The situation in the dairy industry was chaotic, there was no uniformity in prices at the same distance from market and both premiums and deductions lacked any regular basis of computation. A time of price making was to come and it looked as if it would be the same old story of the farmer selling for what the buyer would offer; here more, there less, according to whether any other buyer wanted the same milk. You know that the manufacturer of any commodity, shoes for instance, figures the cost of his factory and puts down the interest on the investment, then the cost of raw material, labor, insurance, depreciation of machinery and plant, and after getting down all the costs that enter into the production of the shoes, including advertising and selling, he sends his salesmen out to sell shoes at a PRICE THAT MAKES FOR HIM A PROFIT FOR MAKING THE SHOES.

How has the farmer been selling his goods? He goes into a store with his apples, eggs, butter, etc., and in a sort of half-hearted lack-interest sort of way say "What are you giving today?"

For the first time in the history of the dairy business in New England the milk producer has said, "I have milk for sale. The price is so much." In other words there appeared last fall a man (I do not know if it took as long for him to get his courage up and decide that he was the man for the job, as it did Gideon, but as he is mighty modest I suspect it did) who said, in effect, to the cow owners something like this, "Now is the time to do something. If the farmers can't co-operate now they never can. They have shown strong symptoms of a disease termed "stickytivitis" in New York state and in some sections of New England, now let's make it catching. We can do it if we try. All you that believe in real co-operation, in "hanging together rather than hanging separately," line up and sign up and we will "go to it." We went and the going has been good, the results pleasing, and they bid fair to be permanent and satisfactory.

Of course Gideon had some able lieutenants, but the fact is outstanding that if it had not been for those

men who stood, "every man in his place," loyally by the leader, the campaign against the Midianites and the campaign for better conditions in the dairy industry of New England would both have been flat failures.

Those already enrolled in the N. E. M. P. A. deserve credit for what they have done in support of the great cause for which we are organized. It is essential that all continue steadfast in their places, but there is an additional duty. It is essential that we enroll all milk producers so as to have the unified strength of all engaged in making dairy products behind the drive for improved conditions. We are counting on YOU to "do your bit."

H. F. KENDALL.

HAULING CHARGES.

There is no sense or reason in charging less than cost for hauling some man's milk to the R. R. station or milk plant and taking enough out of the price of milk to make up the loss in hauling. Such practices are deceptive, unfair and unbusinesslike. The farmer whose milk is hauled should pay for the hauling. No part of the hauling should be taken out of the price paid to other farmers whose milk is not hauled. Under the present system dealers go back great distances to get milk that ought to go to a country creamery and by taking hauling costs out of the price of all producers make it possible to offer such "back" country producers just enough to attract their milk away from the creamery, perhaps wrecking it for lack of support, thus throwing more milk into the city market or into their own plant, creating a surplus that is used as an argument for low price.

Too late, many back farmers have realized that they would have been better off to have supported the country co-operative creamery. In these days when skim is so valuable for hog and stock feed, such farmers should welcome a change which will concentrate remote supplies into farmer owned creameries or skimming stations. They will make more money by selling through such plants and using the by products at home. It is a law of business, operating everywhere, that in remote localities goods shall always be shipped in the most condensed form. The farther away from market the greater necessity for condensation. Manufacturers of all commodities seek to locate their plants as near as possible to their source of raw material. Logs are often sawed in the woods, not shipped in the log. Milk dealers have butter factories in the country. They don't ship milk not wanted at the market as whole milk. It is made up in the country and shipped in as a manufactured product. Remote milk should be handled by farmers on the same plan. The Association should, and will, assist in reorganizing local co-operative creameries, cheese factories and skimming stations. The farmers owning such a plant should be a local branch of the N. E. M. P. A. and sell their manufactured product through the Association. We ask all members

to carefully consider and study the dairy situation as a whole. Think it over alone on your farm, talk it over with your wife, your neighbor, at the store, the Grange and elsewhere. Write to the office what you think and what others say. Give the Association the help of your experience and advice. Above all things don't kick until you know the facts. Then if the management has done wrong, kick out the management but don't hurt the organization.

We believe the reformation of the hauling system, so that every man will pay just what it costs to haul his milk, will have a very far reaching effect on the whole situation, more far reaching than most people think. We believe it a step in the right direction. Here is a table of the actual cost of hauling milk per ton assuming that the farmer pays 15 cents per cwt., the rest being taken out of the price.

930+Qts. in a ton. 15c per cwt.= \$3.00 ton.			
Zone	15c Cwt.	Deficit	Total
1	3.00		
2	3.00	.465	3.465
3	3.00	.65+	3.65
4	3.00	1.30	4.86
5	3.00	1.86	4.86
6	3.00	1.95	4.95
7	3.00	1.95	4.95
8	3.00	2.23	5.23
9	3.00	3.35	6.35
10	3.00	3.35	6.35
11	3.00	3.53	6.53
12	3.00	3.53	6.53
13	3.00	3.63	6.63
14	3.00	3.72	6.72

Average 2.424 5.467

We submit that an average cost per ton for hauling milk of \$5.467 is too great. Why should dealers go after milk at that cost when all the time they complain of surplus? If there is enough milk without it why pay so much to get that milk to the market? Is it because they have concealed the hauling cost in a reduced price thereby getting hold of such a supply as to command the situation? How long shall market milk be bought on a manufactured basis and sold as market milk? Study the problems.

GOING SLOW.

One of the strongest features of the NEMPA is that it is an association of, for and by farmers, limited to actual milk producers and absolutely controlled by them. A departure from that policy would in the judgment of many be a serious mistake.

In this view of the case the question arises whether the Association as such should attempt to organize and run a cooperative buying system limited to its membership and entirely within its control. If the Association is to become in any way involved in a buying plan it should own and control it. By such action it would limit its buying power to that of its membership. Other branches of farming would organize similar activities and a duplication of effort would result, with powerful rivalry, a weakening of power and the inevitable disappearance of the weakest or poorest man-

aged organization. Would it be wise to subject our selling organization to the possible failure of a buying department? Would it not be better to have a buying organization entirely independent of the NEMPA, in which all farmers could unite and in which our members as dairymen would by reason of their numbers inevitably dominate.

MAKING PROGRESS IN CO-OPERATIVE BUYING PLANS.

Nothing was said in last month's Dairyman about the Co-operative buying plans of the NEMPA.

Such plans have not been allowed to lapse. The organization of a sound buying plan is not an easy matter. It needs careful study and a thorough knowledge of many facts before any plan can be launched with reasonable certainty of success. To this end the NEMPA last summer called together at Boston, representatives of the small co-operative buying concerns in the New England states for a discussion of the matter. That conference resulted in a decision to call separate state conferences. Such a meeting has been held in Massachusetts at Worcester and a plan promulgated for the amalgamation of the buying organizations in that state. The NEMPA has not endorsed the proposed plan of organization and declines to do so until assured that it is practical and workable not only in Massachusetts but capable of meeting the needs of all New England.

Meantime the Association has laid its needs in the matter of co-operative buying before the great Eastern States organization at Springfield. It was this organization that presented the NEMPA with a check for \$500. to start its campaign of reorganization.

A study of the situation was made by the Eastern States movement and a meeting was recently called in Boston at which a special committee was appointed to report upon the advisability of starting a general buying movement among the farm people of New England. Mr. Walter B. Farmer of Hampton Falls, N. H., a large farmer and President of the Rockingham County Farm Bureau, was made chairman of this committee. It was through Mr. Farmer's influence that Mr. R. E. Deuel formerly County Agent of Orleans Co., Vt., was secured as County Agent for Rockingham Co., N. H. last spring and the chief reason for securing Mr. Deuel was on account of his success in promoting a co-operative buying movement among the farmers of Orleans Co.

During the past summer Mr. Farmer who is a man of large means and business experience, made a thorough study of buying organizations in New England, throughout the country and abroad.

Immediately upon his appointment Mr. Farmer called together some of the leading men in the east, interested in this proposition and went over in detail many of the possibilities of the plan. This meeting was attended by Mr. E. R. Bacon, one of the largest grain operators in the country, representatives of the Eastern States organization, Mr. Deuel and Mr. Richmond who had promoted the Orleans

Co. movement, several business and financial men of Boston, representatives of the NEMPA and others.

The matter of co-operative buying was thoroughly discussed in all its phases and all agreed that the idea was feasible and that a comprehensive plan could be devised whereby all farmers could be served.

A meeting has been arranged for Sept. 25th at which Mr. E. C. Bassett, Specialist in Cooperative organization, Bureau of markets, U. S. Department of Agriculture, will be present and present plans. At this meeting the NEMPA will be represented by President Clark and Manager Pattee.

It is likely that a strong movement will develop under this leadership which will result in an organization through which the buying power of the farmers of all New England will be concentrated in one agency which will come in direct contact with the producers selling organizations in securing grain from the west and with the big makers of fertilizers and other commodities for which exorbitant profits have been paid by farmers to middle men.

There is likely to be something doing in the cooperative buying of grain this fall and members of the NEMPA will be in a position to at once avail themselves of the advantages offered.

Meantime Mr. Hoover states that within three months the policies of his administration in requiring cereals for foreign shipment to be milled on this side and the embargo on shipments to neutral nations beyond the actual needs of those nations, will bring the prices of grain down to a point where farmers can afford to buy them.

These are rosy promises full of hope for the dairyman. We trust they may come true.

HOPES—AIMS—POSSIBILITIES.

Last month, under the heading, "NEMPA a Real Achievement," we published some statements concerning the Association, its work and its purposes. Evidence is coming to hand daily showing benefits received by milk producers. The price received for milk is not covering the cost of production under the high prices of grain, labor and other necessities of the business but had it not been for the NEMPA, through the unified strength of the dairy farmers, getting an advance in the middle of the summer contract period, production would have been at a large loss. The members of the Association realize that as individuals they would have been helpless. The price is still too low.

Let it be understood clearly that it is not only price but the things that affect and control price that are being improved. A foundation has been laid upon which we can build successfully a permanent dairy business that can be operated like any other large business.

NEMPA is doing all in its power to be of the greatest possible value to milk producers and to do this we must have all cow owners as members. The Association has a clear, definite purpose—to organize the milk producers, to standardize the selling and handling of milk and dairy



The World's Fastest Milker!

U. S. Government tests, conducted on 108 farms in Jefferson County, N. Y. last fall, proved that the Sharples was the fastest and most efficient Milker. Sharples averaged 80 minutes per unit in milking 100 lbs.—23% to 58% faster than others.

SHARPLES MILKER

This fast milking is mighty important (aside from the saving in time) because of the well known fact that fast milking increases the milk flow. Figure what only a 5% increase in milk yield for a year would mean. One man with a Sharples Milker does all the milking every day at Greystone Dairy—milks 40 to 45 cows in about one and one-half hours, with less effort than it takes to milk 12 to 15 cows by hand. So simple to operate that even 11-year boys are handling them with perfect success. Used on over 400,000 cows daily. Write for catalog to Dept. 57.

THE SHARPLES SEPARATOR CO., - West Chester, Pa.

Sharples Separators—Over a million users! The Only Separator that skims clean at Any Speed. Sharples Super-Clarifier — removes all sediment from milk.

Branches. Chicago San Francisco Toronto F1

Dairymen:

A Milk, Cream and Butter Show has been added to the

Eastern States Exposition and Dairy Show

October 12 to 20, Springfield, Mass.

CATTLE--Dairy, Beef. HORSES--Draft, Show
SWINE, SHEEP, VEGETABLES, FRUIT
Boys' and Girls' Club Contests, State Exhibits
Modern-Method Machinery and Tools
Eastern Berkshire Congress, Auto Show

HORSE SHOW Six Evenings, Oct. 15 to 20
HARNESS RACES Five Days, Oct. 15 to 19
AUTO RACES Three Days, Oct. 12, 13, 20
HIPPODROME CIRCUS, Conway's Band

(Continued from Page 5).

products and thus stabilize and improve the dairy business. The plans of the Association are not dominated by greed for gain but by intelligent understanding of the need for applying business principles to this the greatest single industry in New England. For milk production to continue, to prevent the sale of cows for slaughter, with a resulting shortage of dairy products, a living price must now be received. The NEMPA enables the securing of that price.

Mr. Hoover, the National Food Administrator, states that in fixing prices for any product (dairy products being specifically mentioned) the cost of production will be taken and a reasonable profit added. This is what farmers for years have been wishing and hoping for and what the NEMPA is organized and working to secure. However, there is no prospect that such price will be paid voluntarily and only by the thorough organization of the cow owners will it be assured. If we are to get the paying price for milk we must go after it, not wait for it to be handed to us on a silver platter.

Joining the NEMPA is like securing life or fire insurance and has the added advantage that you don't have to die to win or suffer a conflagration to secure a benefit. With life insurance you feel that if taken away those dependent upon you will be provided for. With fire insurance you know that in case of loss you will receive money with which to rebuild or to replace your machinery or stock. With membership in the NEMPA you get the protection and help as you go along. The NEMPA is placing dairying on a par with other industries. The farmer will be able to provide the comforts of home and to educate his children as do others in far less important lines of business which, through organization, realize a profit on the investment.

It is as much the duty of each milk producer to join with the others in the NEMPA as it is to carry fire and life insurance for the benefit of himself and family. Every member of the Association should feel it his duty to get additional members. New members are coming in daily, but they should come more rapidly and from sections where few have been added since the campaign last winter. All members who have not signed the new form of membership agreement (made necessary by the incorporation of the Association), and especially the order on dealer for the payment of the percentage dues should sign at once. Your local secretary has the cards, orders and also the subscription orders for this paper required by the Post Office Department. Please get in touch with him and attend to this matter.

If you will turn to the "Organization Page," under the heading "Secretaries—Attention," you will find further statements of interest concerning building up the Association.

The N. E. M. P. A. is composed of and controlled by the milk producers and will be just what their organized and united efforts make it. It is up to you.

HOOVER'S ANSWER.

When the New York dealers asked the National Food Administrator to intervene to prevent the milk producers setting their own price, they received the following answer:—
Mr. I. Elkin Nathans, Secy.
New York Milk Conference Board,
2 Rector St., New York City.
My Dear Sir:—

I have given earnest consideration to your request for the intervention of the Food Administration in the pending settlement of milk prices with the Producers Representatives. As you are aware the Administration has no authority to intervene or to fix prices.

We have a special committee engaged in an inquiry as to the cost of producing milk and its distribution, with a view to publication. The study is based not only upon inquiry into the agricultural phases but also the actual commercial experience in milk sales during recent years and the co-ordinate prices of feed and labor. You will understand that such an inquiry must be exhaustive and will require time and consideration.

The probable large corn crops; the arrangement with the millers by which mill feeds will be cheaper; and the export embargo on many feeds, including cottonseed meal, will, I am convinced, reduce the cost of feed and consequently of milk production later in the Fall.

In consequence of this, I stated to a similar request from the Producers, that while we could not intervene, that we did believe public interest would be better served if any contracts to be made were limited from month to month.

We are anxious that the price of milk should not advance to the already sorely tried city consumer and are convinced that all experience shows that increase in price will diminish consumption.

On the other hand, we are in no position to pass upon either the justice or injustice of the producers demands. Not only have we no authority to do so, but it seems to me that intervention in local trade settlements of this character if necessary rests upon State and City officials and not upon the Federal Government.

Faithfully yours
(Signed) HERBERT HOOVER.

WHAT NEXT?.

We recently received letters and telegrams from Northern Vermont stating that a dealer there had given notice that the producers must own their cans on and after September 15th if they continued shipping milk. Producers were told that this arrangement was agreed to by the Association. We hastened to reply that while the Association believe that farmers should own the cans, no arrangement had been entered into requiring them to buy cans at any particular time and that any representation of that nature was utterly false.

We immediately took the matter up with the concern involved and learned that it had offered cans at cost to its producers, that such producers had been slow about buying them and that


the notice was intended to hasten their action. It was understood that this concern would not refuse to receive milk after the 15th of September even though the farmers did not buy cans. It was admitted that this concern had perhaps been "a little too hasty" in trying to force the farmers to buy the cans it offered. These are not the days to force farmers to do as the dealer wants them to do in the milk business. Dealers will have to realize that from now on the farmers will have something to say about their own business, that while they admit it is better for them to own the cans, they will buy those cans of whom they please.

We understood this concern offered cans at a very reasonable price; the fault was in its method. It is hard to teach an old dog new tricks. Dealers have had their own way so long and have told the farmers what they should or should not do so many times that it is hard to break away from the practice.

At the last meeting of the Board of Directors a delegation of eight men came from eastern New York to Boston to present a grievance. It was a splendid example of the up-to-date idea. These men did not sit down and sulk. They came to headquarters and threshed out their complaint. We had visitors present and the spokesman of the delegation declined to present his complaint until they had retired. We admire and heartily commend that spirit. We wish all farmers would act as that New York bunch did. When something is wrong or you think it is, come to the office and straighten it out. This is your place, you own it. Use it.

And another very happy feature of the New York delegation's visit to headquarters was that after the matter about which they complained was explained to them, they agreed to a man, that the management did just what they would have done themselves if they had been in its place. They went home knowing the why and approving the action. Don't it occur to you that more than half of the troubles we have are not faults but misunderstandings?

What shall we do with the man who won't join the Association but wants to get all the benefits. He wants a better price and thinks he can get it, without expense, if he stays outside. We are frequently asked by organizers what to say to such men. We answer "be gentle but firm." The time will come when such men will want to be in the fold. Mighty few men can withstand the force of public opinion very long. There are some men who are so narrow that they would not cast a shadow, some so crooked they could not hide behind a cork-screw. Such men as a rule are no great help to the Association when they are in it. We admit that when we meet such a man we feel just like a fighting dog looks when he meets another dog and the hair begins to rise along his spine. And once in a great while it does one of these alleged men good to be told just what sort of a citizen he is.



Guernseys

What They Did at the Only Test Where All Dairy Breeds were Represented

In the Pan-American Model Dairy Breed Test the Guernseys won the prize for net profit in butter fat production, the prize for net profit in butter production, the highest average score on butter, the best rating for color and flavor of butter, the lowest cost per pound of butter produced, and the greatest return for \$1.00 invested in food. The best cow and three of the best five cows in the entire fifty in test were five Guernseys. Write for full information.

American Guernsey Cattle Club
Box T Peterboro, N. H. (4)

Calf Scours

This Treatment is Saving Many Calves

Scouring calves indicate a germ infection that is likely to run through your entire herd with serious losses.

The loss of one calf is bad enough, but nothing compared to your loss when the infection spreads, as it will unless checked. Then your year's work in building up your herd is wasted and your profits lost.

Our method of handling calves will promptly stop scours and finally banish it from the premises. One good calf saved will repay the expense of protecting your stock for a long time against the disease. This plan is simple and practical.

Our germicide and disinfectant is especially adapted to this work. It is called Bacili-Kil (B-K for short). The remarkable germ-killing strength of B-K is plainly marked and guaranteed on every package. B-K contains no poison, acid or oil. When used internally it destroys germs, heals inflamed membranes, relieves irritation, restores healthy action. B-K may be given freely in the milk and drinking water.

B-K is convenient. Just add water as directed, and you have your treatment for calves, bulls and cows and also your disinfectant for general use.

B-K is used so successfully by leading breeders that it is now sold over the entire world and the demand for it has increased five hundred per cent in three years. A well known breeder of registered stock says:

"We found vaccines of no value in stopping calf scours, but the prompt, efficient treatment with B-K checked the trouble quickly and saved us the loss of many valuable calves."

B-K is sold by dairy and farm supply houses, druggists, general stores, etc., everywhere. Dealers wanted in every town.

Write us for more evidence from users and for our bulletin No. 136, "How to Save Every Calf."

GENERAL LABORATORIES

3501 S. Dickinson St., Madison, Wis.

B-K-B-K-B-K-B-K-B-K-B-K-B-K

Keep Using
BUFFALO SHAVINGS



REASONS WHY

1. Pure White Lint
2. Deodorant
3. Absorbent
4. Cheap

Chas. A. Smith, 29 Broadway, N.Y.

One year ago to-day—Sunday—the writer mounted his "fiver" at Laconia, N. H., and traveled from six a. m. till ten p. m. calling on farmers to get them to refuse to sign the milk "register", that famous six months contract which the farmers had a few hours to sign or take a less price, if they sold their milk at all. This year they have not been notified to appear at the station tomorrow and sign up for six months or lose the sale of their milk. It makes a difference when the farmers are organized. Prices will be made with the association, not by the dealers. We well remember how we used to discuss ways of getting rid of that "register". Organization has done it.

"When are the settlements with the Locals to be made?" is asked in a recent letter. Members will appreciate that 1-4 of the income of the Association from dues goes back to the local organizations. The dates of settlement are not fixed by the by-laws. They should be. Meantime it has been agreed that the first settlement shall be made at the close of the fiscal year, December 31st.

Generally speaking the faults in the milk business are with the dealers, of course. But once in a while there is just a little bit of trouble on the farm. The life of the milk dealer these days is not all one glad sweet song. The public is damning him for charging so much, the producer is damning him for paying so little and the officials are after him all the time to make him do business according to the provisions of the ordinances. Pity the poor milk dealer, these are not his happy days.

A member in Vermont wrote asking if the Association could sell his butter. He stated what he was making each week and what he could get it for locally. Our Mr. Brown sold his butter to a Boston restaurant at a price that netted 3c per pound to the farmer more than he got before. There is no possible doubt that a lot of good, farm made butter and cheese could be sold in Boston at good prices. We need to develop this side of dairy marketing.

Last August the writer was showing a Maine farmer through a Boston ice cream plant. We stepped into the ice box where the fresh cream is kept. Right in front of us stood a can with a storage warehouse label showing that it went into storage in JUNE 1916. It was over a year old before it was used. The farmer wouldn't believe it until he asked the proprietor who told him that cream was often kept even longer than year. It was reported that a Boston dealer had several tons of pasteurized milk in cold storage ready for release August 1st if trouble developed over the price adjustment. This calls attention to the need of storage facilities for the benefit of the farmers. Out west they store grain and borrow on it. They release it when the market is right. Why should not New England farmers store their dairy products when the market is flush and release them when there is a good demand? We have got to wake up to the modern methods if we restore our industry. Think it over.

MORE DEALERS DEALS.

The following extracts from a letter are self explanatory. We do not believe that all dealers are adopting the practices indicated and are sure that those who are trying to discredit the Association in this way will themselves, lose in the long run; such conduct always reacts. We will be glad to know of other instances.

"Respecting trickery, sowing of dissension among producers and scattering of malicious lies and deceptions and vile practices of every nature, let me tell you that ——— and ——— have left no stone unturned to break up our Association. Sour milk, excessive hauling charges, lost or stolen cream or milk, absolute robbery in the butter fat test, all are laid at the Association's door and it is much noticed that here and there a producer is treated finely and the news is let trickle out here and there that it is well with him because he refuses to join with our "robbery Association."

NOTICE TO MEMBERS.

If any member receiving this paper has not signed a Subscription Order for the Dairyman please cut out the Order below and mail it to the N. E. M. P. A., 26 Broad St., Boston, Mass. It costs you nothing additional as you have already paid, but signing the order is required by the Post Office Department.

SUBSCRIPTION ORDER

THE NEW ENGLAND DAIRYMAN

To the New England Milk Producers' Association:

I hereby subscribe for the New England Dairyman for one year, and 25 cents of the amount paid with my application for membership in the New England Milk Producers' Association is to be devoted to such subscription.

Date

Name

Address

Member of Local

FEEDING EFFICIENTLY



Feeding corn and oats to a cow is like feeding wrong and costly fuel into a furnace built for cheaper material. Start your efficiency system at the feed box—and you'll end with a bigger money box.

Modernize your dairy. Make efficiency cut costs and increase milk production for you.

International Special Dairy Feed

is a scientifically blended, well balanced combination of grain products, cottonseed meal and molasses, having much greater efficiency as a milk producer than any other feed and a lower cost. It is palatable—cows like it. It stimulates the appetite and keeps the bowels in good condition and the cows in good health. One cow fed on International Special Dairy Feed will yield one to two more quarts of milk per day.



Get Your Winter Supply Now

We are working day and night to keep orders filled. Next winter we shall be unable to ship promptly and freight car shortage will again be a handicap. See your nearest International dealer and order today. Write us if there is no dealer in your vicinity. Be sure to demand the genuine International Special Dairy Feed, and get it now.

International Sugar Feed Company
Minneapolis, Minn. Mills at Minneapolis and Memphis

SAWDUST



CLEAN, dry sawdust makes an ideal bedding for cows, and is highly recommended by reliable dairy authorities. Economical and easy to use. Keeps the barns clean and sanitary. Write today for prices.

We also sell Baled Shavings for bedding in car load lots.
BAKER BOX CO.
86 Foster St., Worcester, Mass.

for **BEDDING**

NOTICE!

The undersigned agree to refund money on one 25 cent box of Lady Poors' Ointment if it fails to cure piles, eczema, salt rheum, open sores, chaffing, cuts burns. Those who work in factory or farm, find it a big helper in time of need.

Sold by all dealers, or mailed on receipt of price, by the James W. Foster Co., Proprietors, Bath, N. H.

The Open Road

The road to prosperity is always open to those who are financially prepared, and every dollar saved, serves as a milestone in the journey to success.

The prosperity of the New England Farmer and Dairyman, depends not on what he counts as profits, but what he counts as savings. And the time to begin or increase the bank account is when the temptation of extravagance is greatest.

Prosperity favors those who are prepared for it.

A bank account is the master key that unlocks the door of countless opportunities.

Big fortunes have had their beginning in small savings.

Accounts of Individuals, Firms, Corporations, Transfer Agents, and Registrar for Corporations, are solicited.

The Best banking facilities. Centrally located.

Interest Begins First of Each Month

LIBERTY TRUST COMPANY

Cor. Court and Washington Sts., Boston, Mass.

Opposite the Old State House.

To Every User of



We regret circumstances make it necessary to address to you a word of caution.

But we feel it an obligation we owe to you, to advise you to note well every shipment of Wyandotte Dairyman's Cleaner and Cleanser which you receive.

Orders are being taken for Wyandotte Dairyman's Cleaner and Cleanser by persons not our agents, persons who cannot supply the genuine Wyandotte Dairyman's Cleaner and Cleanser.

Regrettable as it may be, we want you to know the facts and we are sure you will interest yourself in looking for the distinguishing marks that unmistakably tell you when you have the genuine.

First, the label on every barrel and keg bears our trade mark Indian with drawn bow and arrow.

Second, both top and bottom hoop on every barrel and keg is red.

Third, in the top of each and every barrel and keg is a card upon which is reproduced the cut shown herewith. These distinguishing marks are your protection and our own.

Indian in Circle



In Every Package of Wyandotte Dairyman's Cleaner and Cleanser.

THE J. B. FORD CO.,
Sole Mfrs. WYANDOTTE, MICH.

This Cleaner has been awarded the highest prize wherever exhibited.

IT CLEANS CLEAN

WHERE IT COMES FROM.

Last month we promised to give information about the movement of milk in open, iced, milk cars. Producers will be interested in knowing where milk comes from to the Boston market. Here is a partial list of such cars, their origin and destination and the territory they serve:

Woodsville, N. H. to Boston, Sundays and Mondays, loading Woodsville to Tilton.

Windsor, Vt., to Boston, daily loading Windsor to Tyler, N. H.

White River Jct. Vt. to Salem, Mass. week days only, loading White River Jct. to Concord, N. H.

White River Jct. to Boston, Sundays only, loading White River Jct. to Concord, N. H.

West Acton, Mass. to Boston, daily loading West Acton and So. Acton.

Wells River, Vt., to Boston, week day only, loading Wells River to Pompanoosuc, Vt.

Swanton, Vt. to Boston, week days only, loading Swanton to St. Johnsbury, Vt.

Sterling Jct. Mass. to Boston, daily loading Sterling Jct. to Ayer, Mass.

St. Albans, Vt. to Boston, Sundays only, loading St. Albans.

Sheldon, Vt. to Boston, week days, loading Sheldon.

St. Albans, Vt. to Hartford, Conn. daily loading Windsor, Vt. to Springfield, Mass.

St. Albans, Vt. to Boston, daily loading St. Albans.

Rochester, N. H. to Boston, week days only, loading Rochester to Hubbard, N. H.

Rochester, N. H. to Boston, Sundays only.

Richford, Vt. to Boston daily, loading Central Vt. R. R. points.

Raceville, N. Y. to Boston, daily loading D. & H. R. R. points.

Portsmouth, N. H. to Boston, daily loading Portsmouth to No. Beverly, Mass.

Ogdensburg, N. Y. to Springfield, Mass. daily, loading at northern N. Y. points and picking up Bellows Falls, Vt. to Springfield.

Norwood, N. Y. to Boston, daily loading northern N. Y.

N. Berwick, Me. to Boston, daily, loading No. Berwick to Reading, Mass.

Northampton, Mass. to Boston, daily loading Northampton to Wayland, Mass.

Newport, Vt. to Springfield, Mass. week days only, loading Newport to White River Jct.

Newport, Vt. to Boston, daily loading Newport only.

Newport, Vt. to Boston, week days only, loading Newport to McIndoes, Vt.

New Braintree, Mass. to Boston, daily, loading New Braintree to Wayland, Mass.

Montpelier, Vt. to Boston, week days, loading Montpelier & Wells River R. R. points.

Lyndonville, Vt. to Boston, daily, loading at Lyndonville only.

Littleton, Mass. to Boston, daily, loading Littleton to Concord, Mass.

Lenoxville, P. Q. to Boston, week days only, loading Lenoxville to Barton, Vt.

Boston, Mass. to Lawrence, Mass. daily.

Lancaster, N. H. to Boston, daily, loading Lancaster to Bath, N. H.

Lancaster, N. H. to Forest Hills, Mass. daily, loading Lancaster to Plymouth, N. H.

Hillsborough, N. H. to Boston, via Elmwood, daily, loading Hillsborough to Milford, N. H.

Hillsborough, N. H. to Boston via No. Weare, daily, loading Hillsborough to Grasmere Jct. N. H.

Groveton, N. H. to Tufts College, Mass. daily, loading Groveton to Bath.

Greenland, N. H. to Boston, week days, loading Greenland to Hampton Falls.

Gorham, Me. to Lynn, Mass. week days, loading Gorham to Eliot, Me.

Derry, N. H. to Boston, daily loading Derry to Canobie Lake, N. H.

Claremont Jct., N. H. to Waltham, Mass. daily, loading Claremont Jct. to So. Charlestown, N. H.

Charlotte, Vt. to Boston, daily, loading Rutland R. R. points.

Claremont, Mass. to Boston, daily, loading Charlemont to South River, Mass.

Center Barnstead, N. H. to Boston daily, loading Center Barnstead to Alenstown, N. H.

Cedar Bluff, N. Y. to Forest Hills, Mass. week days only, loading Cedar Bluffs to Bardwell, Mass.

Brattleboro, Vt. to Worcester, Mass. daily, loading Brattleboro to Holden, Mass.

Brattleboro, Vt. to Boston, daily, loading Brattleboro to Bellows Falls, Vt.

Boston, Mass. to Bemis, Mass. daily.

ROOFING

Buy it Direct

Save a Lot of Money

Because we sell direct to the user, we save you from 50c to \$1 per roll and furnish a splendid, fully guaranteed roofing, known throughout the length and breadth of New England for the length of efficient service it gives. For nearly twenty years

WEBECO

SUNSET

RUBBER ROOFING

has grown in popularity until it is now probably the best known roofing material in New England—a reputation won by its supreme quality. When you can secure this guaranteed roofing at our low prices, why pay more?

1-Ply, about 35 lbs. per roll, \$1.38
2-Ply, about 45 lbs. per roll, 1.65
3-Ply, about 55 lbs. per roll, 1.90
GRANITILE SLATE - SURFACED ROOFING in permanent red or green, heavily surfaced, fire resisting. Big value, per roll \$2.50
Slate-Surfaced Shingles, \$5.10 sq.
Roofing Paint — Use it to make old roofs winter-tight. Black, .75 gal. Red, \$1.15 gal., Green, \$1.25. Shingling Brackets, \$4.50 doz.

Also Storm Sash, Storm Door, Etc.
Circulars and Samples Free with Storm Sash Price List.

WEBBER LUMBER & SUPPLY CO.,
60 Thompson St., Fitchburg, Mass.

Wise Bees Save Money—Wise Folks Save Money

Interest Begins OCT. 10  Interest Begins OCT. 10

Save your dollars and some day your dollars will save you

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK

Incorporated 1869

75 Tremont Street, Boston, Mass.

Regarding Burrell Milkers

Carmel, N. Y., Nov. 17, 1916.

P. R. Ziegler Co.,
Boston, Mass.

Gentlemen:

On the 15th of September last our cow stable was struck by lightning and the result was all our buildings were burned to the ground. Also all equipment including our milker. About two weeks later we had a sale of our entire stock including 70 milk cows. The cows were sold at an average of \$93.00 per head, the biggest average for grade cows that has been known either in Putnam or Westchester Co. This statement is based or at least made by a man that has been dealing in stock for a great many years. Out of the 70 cows I had just one three teater and she didn't loose that at the time I was using the milking machine. A man near us was using a Milker, only used it two months, said his reason for not using it was because he was going to have a sale, that he was afraid it would hurt the sale of his cows. Not so with my sale, and I used the B-L-K for just three years lacking about a month.

Yours truly,

PALMER BROS.

Mr. Palmer, who is a prominent veterinary, has recently built a new barn and has just placed his order for a new Burrell (B-L-K) milker outfit.

Burrell milking machines have been in successful operation on many dairy farms for over ten years. May we install them in your dairy? Literature will be gladly sent to you. Kindly give the number of cows in your herd when writing.



P. R. Ziegler Co.

7 Merchants Row

BOSTON, MASS.

BONDED DEALERS IN VERMONT
AND NEW HAMPSHIRE.

The states of Vermont and New Hampshire require that dealers, under certain circumstances file bonds to cover the amount of their purchases of dairy products in those states. The theory upon which these laws are based differs in these states. The Vermont law, in general, provides that any person, corporation, or firm outside the state buying dairy products in Vermont shall file with the state authorities a bond to cover their indebtedness for such products. This law protects the seller against loss in dealing with outsiders, men who cannot be reached by legal process on account of foreign residence.

The New Hampshire law provides that any purchasers of dairy products who ship them outside the state, shall leave in their place a bond which can be attached for the debt. The New Hampshire law is based upon the destination of the goods, rather than the residence of the purchaser.

Both laws have been found to work favorably in protecting the sellers against loss in dealing with irresponsible buyers. One of the great losses in the dairy business has been the failure of buyers to pay. Such irresponsible purchasers have, in the past, gone into districts with no intention to pay for what they bought and by offering inflated prices secured a temporary supply. Such dealers have then undersold in the market thus decreasing, by unfair competition, the ability of the legitimate dealer to pay.

Under date of September 7, 1917 the Secretary of State for Vermont furnished the following list of foreign purchasers who are bonded according to the Vermont law:—

Amherst Creamery Company, Amherst, Mass.

Anderson Brothers, 21 Ekman St., Worcester, Mass.

Borden's Condensed Milk Company, 108 Hudson St., New York City.

A. G. & G. F. Braley, Fairhaven, Mass.

Edward F. Breen, 32 Fayette St., Cambridge, Mass.

D. Buttrick, 667 Mass. Ave., Arlington, Mass.

Castleton Dairy Company, W. Pawlet, Vt.

H. P. Hood & Sons, 494 Rutherford Ave., Boston, Mass.

Maine Creamery Company, Providence, R. I.

Mutual McDermott Dairy Corporation, 214 E. 22d St., New York City.

Sheffield Farms, Slawson, Decker Company, 524 W. 57th St., New York City.

The Commissioner of Agriculture of New Hampshire furnishes the following list of dealers bonded in that state on September 6th with the statement that there are "a few other parties which we have been after for sometime and received the promise that they would bond immediately."

Hiram C. Bruce, Milford, N. H.

J. R. Whipple Company, Boston, Mass.

Benjamin E. Sanborn, Leavitt's Hill, N. H.

James F. Cashin, South Boston, Mass.

Turner Center Dairying Co., Auburn, Me.

Wallace E. Stewart, Cambridge, Mass.

Frank E. Boyd, Everett, Mass.

C. Brigham Company, Cambridge, Mass.

H. P. Hood & Son, Boston, Mass.

D. Whiting & Sons, Boston, Mass.

Plymouth Creamery, Boston Mass.

Lyndonville Creamery Co., Lyndonville, Vt.

Acton Farms Milk Co., Somerville, Mass.

Robert M. Burnett, Deerfoot Farms Co., Southboro, Mass.

Chauncy W. Andrews, Waltham, Mass.

George W. Barrow, Waltham, Mass.

Wason-McDonald Co., Haverhill, Mass.

Anderson Bros., Worcester, Mass.

Childs Bros., Waltham, Mass.

Austin H. Andrews, Watertown, Mass.

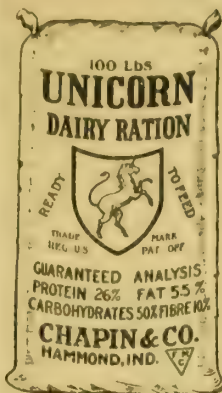
Inquiry having been received about the Acton Farms Milk Co. and not finding that company among the Vermont licensees we wrote them and received the following self explanatory reply.

Dear Sir:—

We acknowledge receipt of your letter of Sept. 18th in regard to License in the State of Vermont.

Our Bond for License in the State of Vermont was filed quite a long while ago, in fact in plenty of time for the license term. Up to the present time we have failed to receive a copy of the License and presume it

HOW SHALL I FEED



When feed is high you can only afford the best - it goes farther and costs the least in the end.

Unicorn Dairy Ration

is clearly the best dairy feed. It contains more digestible nutrients than any prepared feed yet made and holds the most records for high yield and low cost. It is scientifically planned and made out of the best feeds that money can buy. It is the only ration that contains Ajax Flakes - the worlds record ingredient.

Wonderful records are being made daily with Unicorn. Jolie Topsis Pauline DeKol, (Cleveland City Farm) just made 29221.5 lbs. milk, 1032.37 lbs. fat. Royalton DeKol Violet, (H.A. McQuillan) made 29959 lbs. milk, 1036.45 lbs. fat.

Let us tell you more about Unicorn. Write us today for free copy of Cow Testers' Manual. 131 STATE STREET

Chapin & Co., Dept. X Boston, Mass.

is due to some over sight of the authorities in the State of Vermont.

This bond was obtained and filed through our agent, Mr. W. M. Brown, 70 Kilby St., Boston Mass., and we will take the matter up with him, also with the Authorities in Vermont in regard to our obtaining a copy of the License at the earliest opportunity.

We are at a loss to understand why we did not receive this License some time ago. However, as the Bond was filed in proper time we presume that this fact will be sufficient for all your needs.

Yours respectfully,

ACTON FARMS MILK COMPANY

John Colgan.

The dealers claim there is a big surplus for the time of year, in the New England markets. There is some appearance of truth in the assertion. High prices have tended to shorten consumption. It has been a big year for production and the high prices for milk have drawn a lot of milk from sections where cream was formerly shipped. Then too it has been a bad year to sell milk on account of the cold weather. The first week in August milk was short everywhere.

Tell your neighbors about the New England Dairyman and the N. E. M. P. A.

ARE YOU GOING TO THE FAIR?

LOOK FOR

W. H. NEAL'S HERD OF DEVON CATTLE.

fitted without grain. Hay and grass feed only.

DAIRYMEN

Examine these animals for dairy quality. Satisfy yourself that they will make more milk and butter with less feed than any other breed.

W. H. NEAL, MEREDITH N. H.

SAFEST AND MOST RELIABLE

I have used Morrison's Old English Liniment many years, and have recommended it to others. I believe it to be the safest and most reliable medicine that can be used on the feet of horses to prevent lameness, and cure them when they favor their feet. Equally as good for sprains, wounds and galls.

Yours Respectfully, G. L. Danforth, Ag't. Concord, N. H.

Sold by all dealers, or sent by Parcel Post prepaid, on receipt of price, 8 oz. 50 cents, 16 oz. \$1.00 by

THE JAMES W. FOSTER CO.

Manufacturers, Bath, N. H.

Be Sure and See

Our Exhibit in Tent

Near Women's Building

At Eastern States Exposition

Springfield, Mass.

STAR BARN EQUIPMENT

CASE AND CLEVELAND TRACTORS

And a POWER HOIST OPERATING HARVESTER HAY CARRIER

Ames Plow Co.

New England Distributors

BOSTON, MASS.

Organization Page

SECRETARIES—ATTENTION!

A goodly number of Quarterly Report Blanks have been returned, but some secretaries are evidently busy putting in their ensilage, digging potatoes or hustling around attending to the exceedingly important matter of having the members of their local sign the new form of membership cards, with accompanying orders. If YOU haven't sent in your blank please let us have it so that we may get the reports checked up and any errors corrected.

On page 7 of September Dairyman, under the heading "Local Secretaries Attention," we printed several requests concerning matters of importance relative to efficiency and economy in handling this department. We don't want to use space to repeat, but we wish you would bear those requests in mind so as to save our time—which is money.

Nothing helps the work of the NEMPA more than knowledge of local conditions. One purpose is to serve as an information bureau for matters relative to the dairy industry of New England. The Central office is in position to take a "bird's eye view" of the many branches and phases of milk production and sale over this large territory. We aim at standardizing and improving milk production and the marketing of dairy products. This means doing many things, but first of all it means that the more complete our information the more efficient our service. We want to know the ideas and desires of the men in your section concerning any point of production and sale.

If the dairy industry is to be organized to be of the greatest good to those engaged in it—and that is the object of the N. E. M. P. A.—we must not only have the cow owners enrolled as members but must have the information here that will enable us to plan and make changes in the disposition of milk or give advice on such matters as whether it were better for a certain section to ship milk, cream, make butter or otherwise handle the dairy products.

We have compiled a lot of valuable information relative to the location of creameries, cheese factories, shipping stations, carload milk shipments, the destination of shipped milk and many other things that enable us to make progress toward our goal. We want to have on file a lot more about the production and shipment of milk and other dairy products. What improvement or what changes in the industry should be made in your locality to benefit your farmers? What wrongs should be righted? What should individual dairymen do, that they are not now doing, for the benefit of the business and of themselves? What is being done toward herd improvement? Have you a cow testing association?

Larger production per cow means less cost per quart of milk and—a penny saved is a penny earned. Send us something about the herds in your section. What breed is most numer-

ous? Is any other breed becoming more favored? Tell us of the purchase of bulls or cows intended to increase production. Write us of any record or heavy producing cows in your locality. Who in your section is "doing things" along any of these lines? In other words, send us the news, such news as would interest you and your members if reported from any other section.

Have the boys or girls a calf club? Was one of the bull calves presented to boys and girls at the National Dairy Show won by a contestant in your vicinity? We want the junior dairymen and dairywomen interested in the NEMPA and to understand that through its efforts they will find farming more attractive and profitable than it has been for their parents. If we accomplish nothing more than making it possible to keep the boys and girls on the farm this country may well thank those whose vision was clear enough to realize the necessity for the NEMPA for one of the most serious problems before the nation has been to make production keep pace with consumption and the war makes it even more serious. Thinking farmers have long been saying "Make farming profitable and production will be sufficient." Now milk producers by organizing the NEMPA are placing themselves in a position to conduct their business on a paying basis.

Now, Mr. Secretary, busy though you doubtless are, just do the best you can to comply with the requests from the Central Office as they are made in the interest of the whole membership. Have your boy or girl write up some of this information. It will help them and us. Just see that they are right as to the facts before sending it in.

How about advertising? The Dairyman goes to 12,000 milk producers, most of whom are prospective buyers of pure bred stock. There is no better place to tell these men of what you have for sale. It will also help the Association to have this advertising. We want to establish an exchange column of advertising, and this may well cover other things than livestock. What have you or your members for sale that other dairymen might buy?

Can any producer advance a legitimate reason why milk should flop around in price to the farmer and remain at the same price to the consumer? Why is it when milk is so plenty in the spring the contractor keeps up the price at which he retails? How would it work for the price to the public to respond to the law of supply and demand? They say they cannot pay us more because the public takes only so much and the rest has to be manufactured at a loss. Rather than manufacture at a loss, why not try selling it to the public for a little less. They say that when the price goes up consumption falls off. If the price went down consumption should go up. We understand that in California the price to the public varies according to the price paid the farmers. Why not try that plan in New England.

Germ-X

Is Harmless, Pure, Odorless

One half ounce to a gallon of cold water used to rinse milk cans and other utensils will do wonders in cleaning and making them really sterile; thus preventing the souring of milk.

GERM-X is valuable for many other uses on every farm and pays its cost many times over in preventing losses. Send for booklet giving information as to uses and full directions.

You are invited to visit our booth, No. 103, at the Eastern States Exposition and Dairy Show at Springfield and talk over your problems with us.

WE CAN HELP YOU.

North Star Chemical Works

Lawrence, Mass.

NEW YORK PRICES.

The Directors of the Dairymen's League met in Syracuse, N. Y., Thursday, September 13th and upon recommendation of President Cooper after conference with the National Food Administration, voted to establish prices for two months only.

Transportation rates in New York will be revised on October 1st upon the zone system, similar to that of New England, except that ten mile zones are provided instead of our twenty mile zones.

Following the announcement of the League prices the dealers of New York under the leadership of a conference Board sought the interposition of the National Food Administration. At this writing no adjustment between the League and the dealers has been reached. A letter from President Coper indicates the possibility of a contest. There is little doubt of the outcome. The League is organized in Western Vermont, Western Massachusetts, Connecticut, New York, Pennsylvania and New Jersey with a membership of nearly 50,000 and ample funds in its treasury. It will win any fight in which it engages.

"The following prices according to schedule of freight rates ordered by Interstate Commerce Commission to take effect Oct. 1, 1917, are for milk per 100 lbs., testing 3% butter fat and classified when pasteurized as Grade "B" milk, (Pasteurized), as provided by the regulations of the Department of Health, New York City. For milk delivered to Grade "A" plants, a minimum of 15c per 100 lbs.

additional shall be paid. 4c per 100 lbs. added for each one-tenth increase in butter fat.

Miles.		League Price October 3%	
10 or under			\$3.24
Over 10	under 20		3.23
" 20	" 30		3.22
" 30	" 40		3.21
" 40	" 50		3.19
" 50	" 60		3.18
" 60	" 70		3.17
" 70	" 80		3.17
" 80	" 90		3.16
" 90	" 100		3.15
" 100	" 110		3.14
" 110	" 120		3.13
" 120	" 130		3.12
" 130	" 140		3.11
" 140	" 150		3.11
" 150	" 160		3.10
" 160	" 170		3.09
" 170	" 180		3.09
" 180	" 190		3.08
" 190	" 200		3.07
" 200	" 210		3.07
" 210	" 220		3.06
" 220	" 230		3.05
" 230	" 240		3.05
" 240	" 250		3.04
" 250	" 260		3.03
" 260	" 270		3.03
" 270	" 280		3.02
" 280	" 290		3.02
" 290	" 300		3.01

L. E. McIntire of East Waterford, Me., our Director from that state has recently been appointed on the state exemption board and much of his time is taken up with that work. It is not a pleasant job but McIntire is a good man and one in whom the people have confidence.

NOW

Is the Time to be Thinking
About Your Feed Re-
quirements for
NEXT FALL

WHILE we are not able to take any further business at the present time, we expect to be ready to make shipments again about the middle or end of October. We, therefore, urge our dairymen friends to get in touch with their feed dealers now and to make early reservations for

Larro-feed



If you have ever tried this wonderful feed you will want to make sure of having an ample supply for your next year's requirements. Hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits next winter by placing your order now for your next season's requirements. Speak to your dealer about it.

**THE LARROWE
MILLING COMPANY**
GILLESPIE BLDG., DETROIT, MICH.

NOW IS THE TIME TO EQUIP YOUR BARN WITH LOUDEN LITTER CARRIER & COW STALL

Louden Emancipator Litter Carrier



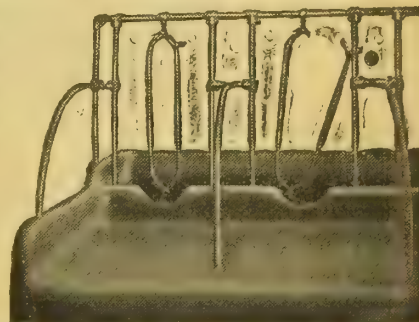
Made for the man who wants the best, and is satisfied with nothing short of perfection. Chains are used for supporting the box, and it is regularly fitted to raise and lower 7 feet, although this can be increased to 20 feet if occasion requires at slight additional cost. Other specifications are practically the same as the Standard, except that total clearance, box upright, is 50 inches; box dumped, 56 inches. Shipping weight, 208 pounds.

We can also furnish litter carriers to run on a cable track, as well as a combination outfit to run on steel and rod tracks.

Louden Cross-Braced, Double Post Cow Stall

Perfectly proportioned. Stall posts are so spaced that there is sufficient separation between feed in the manger, and bedding on stall floor, while, with the flexibly hung stanchions, there is ample room for the comfort of the cow. Posts are set proper distance apart to let stanchion open wide enough and yet not so wide that cow can walk right through it. With single post stalls the cow is liable to place her head in the space between post and stanchion, and to prevent this, various attachments are used, which at best, only partially remedy the defect. Nothing of the kind is needed with this stall. Posts are set wide enough apart to give cow ample freedom to lie down at one side or the other, and to turn her head or lick her side, without cramping. The spaces between the stanchion (when open) and the posts, are not wide enough to let her head get in the wrong place.

The stall posts, partitions, top rail and cross braces are made of the best quality 15 1-2 inch O. O. steel tubing. Standard width of stall is 3 feet 6 inches, which may be varied to suit requirements.



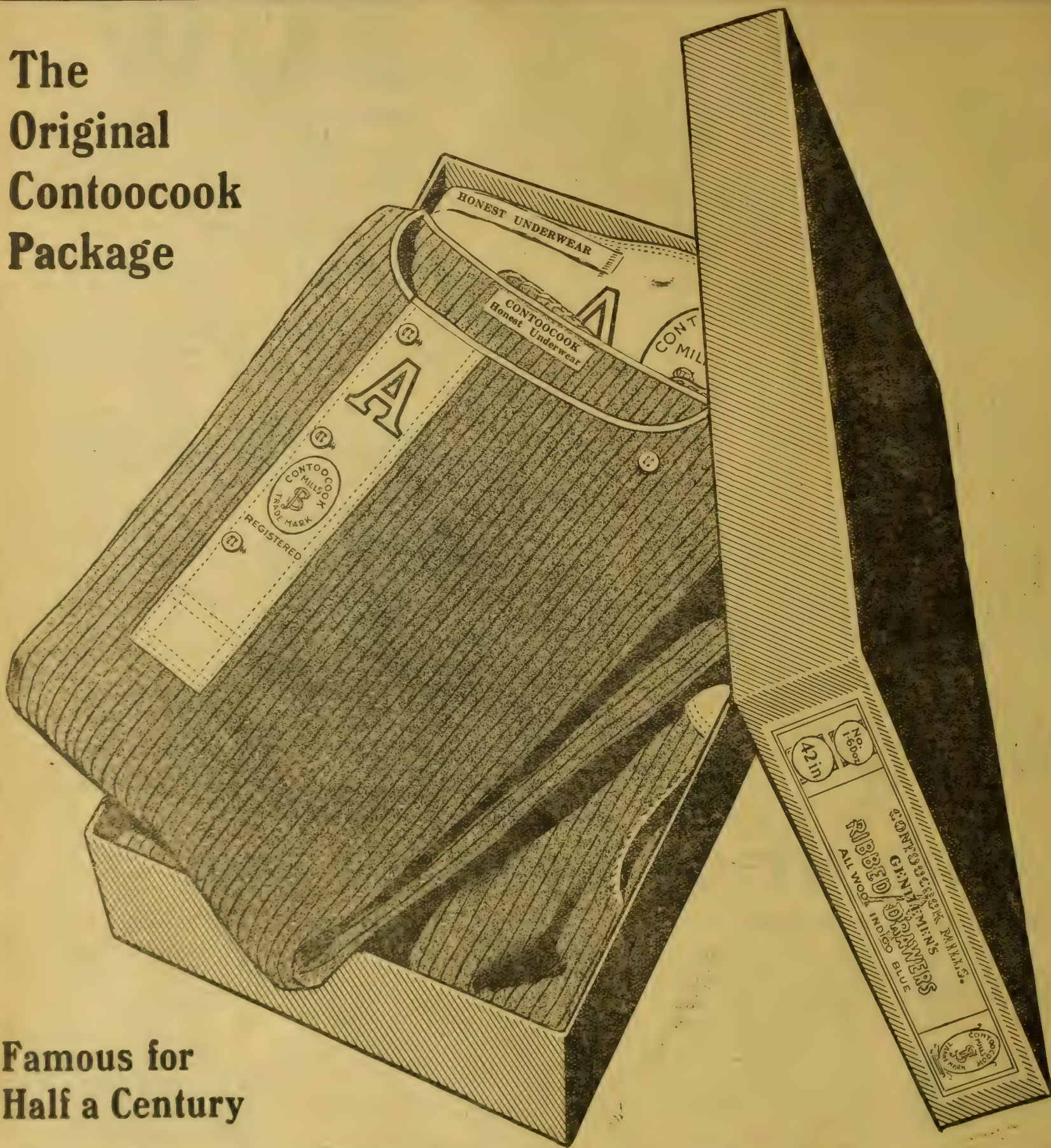
PRICES AND INFORMATION SENT UPON REQUEST.

HENRY E. WRIGHT & SONS, Incorporated

Manufacturers of a Time Tested Line of Superior DAIRY, CREAMERY AND FARM EQUIPMENT

12 SOUTH MARKET STREET, BOSTON, MASS.

The Original Contoocook Package



Famous for
Half a Century

Contoocook Honest Underwear

Reliable -- Comfortable - Absorbs perspiration quickly.
Pure wool-ribbed -- Blue or natural -- Wears like iron.
Ask your dealer about CONTOOCCOOK.

CONTOOCCOOK MILLS CORP.,

78 Chauncy St., Boston, Mass.

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS
Issued by the New England Milk Producers' Association

Volume I. Number 8.

BOSTON, MASS., NOVEMBER, 1917

50 Cents Per Year

10 CENT MILK

Bottom Knocked Out of Boston Market Dealers Want Producers to Stand the Loss

While negotiating the details of the price from Oct. 15th to Nov. 30th the H. P. Hood & Sons in conference with the Food Authorities, started a movement to distribute milk through forty or fifty milk stations at 11c per quart or ten quarts for a dollar, paid in advance.

The Hoods put this plan in operation in their city stores, in some of which they sell eggs, butter, cheese, canned goods and lunches. We believe that the plan and purpose of the Food Administrator was to establish a limited number of stations where poor people by paying cash, paying for bottles not returned, and coming for the milk, could get it at a lower price; that the Hood Company was to furnish this milk and get the favorable publicity thereof as an offset to an alleged loss; that such depots were to be located by the Food Administrator without expense to the dealer and that other concerns might follow suit in supplying cheap milk to other depots if they saw fit. We did not know of and were not a party to this arrangement.

But it didn't work that way. Hood's immediately made their chain of retail stores distributing stations for 10c milk. The papers boosted Hood's with columns of space. The Food Administrator thanked Hood's for their patriotism and co-operation, the public shouted for 10c milk. Small dealers rushed to us with tales of woe. No one could sell milk for 14c when Hood stores were selling for 10c. On Saturday the three Whiting Companies announced that they would sell milk to the 1200 or more stores that they supply at 10c per quart.

On Sunday Alden Bros. followed suit. On Monday we received the following letter:

Boston, October, 27th, 1917.
New England Milk Producers' Assn.,
26 Broad Street,
Boston, Mass.
Richard Pattee, Secretary.
Dear Sir:—

The undersigned beg to notify our patrons, members of your association, through you that on account of the reduction of the sale price of milk in greater Boston through the operation of the so-called Endicott plan and contrary to the agreement entered into between your association, H. B. Endicott, Federal and State Administrator of Food and representatives of the undersigned, we are compelled to notify you that the price to be paid producers agreed upon to begin on October 16th and to continue until December 1st will be cancelled on November 1st, 1917. We do this in consequence of the demoralization of the Boston market brought about by the breach of this agreement and will stand ready to confer with you and other parties concerned on a readjustment of prices at any time before that date.

(Signed)

DAVID WHITING & SONS,
C. Brigham Co.
JOHN K. WHITING, Treas.,
Elm Farm Milk Co.
JOHN K. WHITING, Treas.

Similar letters have been received from several small dealers and numerous telephone messages of the same purport.

At the suggestion of the small dealers Mr. Pattee arranged a conference with the Food Administrator on Monday, October 29th, at which these dealers had opportunity to lay their troubles before this official. They stated that the market had become demoralized, that it was positively dangerous to try to sell milk at the old prices and that if obliged to pay

the price awarded the farmers and sell under present conditions, they could not meet their bills. They claimed that it would put them out of business. The Food Administrator promised to give their situation careful and prompt attention.

On Tuesday no move was made except that we were assured by the Secretary of the Public Safety Committee that something would probably be done. The situation in Boston is, that by reason of 10c milk depots established by one dealer, the general price other dealers could get has been forced below a living standard.

One or the other, or both, of two things, must in our judgment be done. The price at which milk is sold to the consumer must come up or the price that is paid the farmer must go down. The public authorities, after fifteen days' waiting for investigation, found and announced that the farmers were justified in demanding a raise of 1c per quart. The dealers and the Food Administrator have started a condition in Boston which the farmers had nothing to do with and are not responsible for. It is absolutely unfair and should never occur, that the dealers be allowed to slash prices in the city and take it out of the price paid the farmers, after that price has been officially justified by the public authorities.

Before this reaches you the result will be known. It may be the refusal by farmers to sell at less than the price awarded. The Hood Company agrees to pay that price no matter what it sells milk for in Boston.

Under these circumstances the Hood Company will of course get its milk and the N. E. M. P. A. will be charged with collusion to put the small dealers out of business. Such charge is absolutely untrue.

The officials of the State and National government have found that the farmers are entitled to what they ask. If one concern pays it that is no reason why such concern is in league with the Association to beat other concerns.

If the issue is raised we call on every dairyman in New England to stand firmly by the Association, that has worked, is working and will work for the promotion of his business and the protection of his rights.

Latest Information.

The Boston end is in chaos. Rumors and semi-quotations are heard at every turn but the authorities themselves have little to say and even that much is not for publication. However, the week ending November 3 saw the end of ten-cent milk in the Endicott milk depots. The price went to 11 cents a quart flat, whether bought by the quart or 100 quarts. Some of the large dealers, who had dropped to 10 cents to all the wholesale trade to meet the Endicott depot price, announced that they also would go to 11 cents. "Unofficial" reports were that they had also made up their minds not to reduce the farmers' price through November, regardless of what happened in Boston.

The Hoods are accused of price cutting as explained above. Their reply is that the price was reduced only at the 40 Endicott stations, 13 of which are Hood creameries or stores; that their large wholesale trade to stores was kept at 12 1/2 cents, where it is to continue through November; that the other dealers had the same chance to put in Endicott stores as they; that these dealers, instead of doing that, cut the price to the entire wholesale trade and thus in reality are the "price cutters."

The N. E. M. P. A. has nothing to do with all these charges and counter charges. Its one particular job is to see that farmers get the agreed price for milk. That is what it intends to do. This much is shown by the following letter to Boston dealers under date of October 31 and which is an answer to the letter of dealers printed above and dated October 27.

October 31, 1917.

Dear Sir:—

On October 25th we mailed you schedules of the prices for milk delivered in greater Boston from Massachusetts and inter-state points. We believe these to be self-explanatory, showing the price farmers are to get at the railroad station in the various zones. These prices are in accordance with the decision of the Food Administrator. Your continued acceptance of milk from our members and your participation in the proceedings before the Food Administrator constitute an acceptance by you of these schedules, and we shall insist on your going through with this agreement.

This is to formally notify you, on behalf of our members, that any milk accepted from any of our members from November 1st to December 1st will continue to be at the above prices.

Yours very truly,
New England Milk Producers' Association,

By Richard Pattee, Manager.

Such are the developments up to the time of going to press. There is much reason to believe that dealers will not break their agreement with us and with the Food Administration and thus precipitate another milk struggle. Farmers are right; they know it, the authorities know it and the consuming public knows it. The rank and file of producers stand ready to fight at a moment's notice but all concerned are hopeful it will not be necessary.

FOOD DICTATION.

The price situation is so confused and befuddled by the action of the public authorities that the N. E. M. P. A. hardly knows where it is at. Everything was in a fair way to be satisfactorily adjusted when the Food Administrator stepped in. The producers may know something of the pressure brought to bear on the association we quote from the official record of the last hearing: "It is my desire," said Mr. Endicott, "to get voluntary help. The State of Massachusetts differs from every other state in that we have an authority under the defense act no other state has. . . . I am asking you to ask them (the farmers) to defer the proposed raise for one month until we shall have had opportunity to properly investigate the entire situation."

Mr. Pattee said he wanted their people to do everything they reasonably could and then a little more. But he questioned the wisdom or reasonableness of asking producers of milk to continue to bear a loss in their business while the proposed investigation was going on with the dealers continuing to make a profit and the consumers getting the pro-

duct at less than value. He asked how far the Committee could assure them that such a loss would be made good.

Mr. Endicott, "I think we can convince the people of Massachusetts in this question as on every other we have taken up, and you certainly will have the whole effort of our committee if you put the farmers where they can help."

Mr. Pattee: "It puts us in the position of for 30 days continuing at a loss, while the public continues to get the benefit of our loss and the dealers continue to get a profit. The risk and the jeopardy will be on us. In our negotiations with the dealers we have considered the condition of the market. We asked for a raise in July and in consideration of the condition of the market deferred it to the middle of July and in further consideration deferred it until August 1st. I think we have shown a reasonable fairness."

Mr. Endicott: "I ask you as officers * * * that further action be delayed until the first of November, until you have satisfied us beyond any question that your claims are just and then we will be with you and the people will be with you."

Mr. Pattee: "Will you also satisfy yourself that the claims of the dealers are just?"

Mr. Endicott: "You bet we will."

Mr. Pattee: "In actions of this kind has there not been a proviso that the advance when granted go back to the time the raise was proposed."

Mr. Endicott: "I have been waiting for this suggestion."

Followed discussion. As it seemed to be impossible to come to an agreement for a month's delay Mr. Endicott suggested 15 days for the investigation.

Mr. Pattee inquired just what was the power of the committee in this connection. Mr. Endicott replied that he thought he had the authority to compel them to wait. Mr. Pattee then asked if it would not be a proper thing for him to do so.

Mr. Endicott replied that he was perfectly willing to take the responsibility of telling the producers to wait 15 days. He further stated * * * that he would make his request almost as strong as a command if they wished.

Mr. Endicott suggested changing it to 20 days for investigation with 5 days off for retroactive prices.

Mr. Pattee asked why they should not go 50-50 on that, producers and dealers each taking 10 days.

It was finally agreed to defer a raise to dealers or consumers for 15 days.

Very little of the atmosphere of the hearing can be had from the foregoing. The session lasted three hours, with the committee, backed by dealers and consumers pounding at the producers for a month's delay. Finally it resolved itself into fifteen days or fight. Both Messrs. Clark and Pattee personally preferred to fight but realizing that a victory was practically sure in 15 days with public support and that a victory at the end of a fight meant the loss of pub-

lic approval, and perhaps as much money loss as the truce they decided to accept the proposal.

Time has since demonstrated the wisdom of their action.

PRICE INCREASE.

"After an investigation of the price of milk and hearing the producers, the Food Administrator has come to the conclusion that the increased price of labor and grain justifies the demand of the producers for the increase of one cent per quart in the price of milk, from the fifteenth of October, delivered on the cars in Boston and in consequence of this increase he has authorized an increase of one cent per quart in the price of milk in the city until the first of December"—Statement of Mr. Endicott.

The expected happened in the milk business. Elsewhere we print something of the procedure of the Public Safety Committee in handling the milk situation under which nearly the limit of its powers was exerted to compel farmers to wait thirty days for an advance in price.

We were assured that an official investigation that would determine exactly what the situation was, with respect to production and distribution, would be made by competent authorities, in fact the matter drifted along from day to day until the time had nearly expired when we were notified to call the Directors of the Association together to meet the Food Administrator.

The Directors and the Food Administrator, with his committee on milk, headed by Doctor Lowell, President of Harvard University, met at the State House Monday the 15th. There were present representatives of the Hoods, Whittings, C. Brigham, Elm Farm, Alden Bros. Rockingham Milk Company, Acton Farms and one or two small dealers. After an all day discussion with the Public Safety

Committee, part of the time in the presence of the dealers, an agreement was reached that the farmers should receive the one cent advance they asked for, making the farmers' price for milk delivered in Boston eight cents per quart, from all except zones one and two, less such deductions as should be agreed to between the Association and the dealers, with the understanding that in case of disagreement the Food Administrator should act as arbitrator.

PRICES TO DEC. 1.

The dealers claimed certain additional deductions which the Association refused and they were referred to the Food Administrator, whose sub-committee on milk decided that an additional discount of \$0.0012 per quart should be allowed to cover the cost of testing and accounting for the determination of butter fat content of milk bought on the weight and test plan, and for increased station expense due to the decreased volume of milk going through such stations.

The following schedule has been worked out under the rulings of the Food Administrator and these are the prices which members of the N. E. M. P. A. will receive at their several country railroad stations:

It will be noted that the Massachusetts schedule is slightly higher than that for the rest of New England. The reason for this is that railroad transportation as fixed in Massachusetts by the Public Service Commission is a flat rate per quart with the 40-quart can rate as a basis. In other words 8 1-2 quart cans take 8 1-2/40 of the 40-quart can rate, 10-quart cans take 1-4 the 40-quart can rate. In inter-state shipment there is a less rate per quart as the size of the can increases. The N. E. M. P. A. insists that producers be charged with actual transportation rates and as Massachusetts rates are lower the difference is added to the price of milk.

SCHEDULE A.

Miles	Price of Massachusetts Standard Milk at Country R. R. Stations not in Mass.			
	Per 8 1/2 Qt. Can	Per 21 1/4 Qt. Can	Per 40 Qt. Can	Per Cwt.
	Shipped	Shipped	Shipped	Shipped
	In 8 1/2 Qt. Cans	In 21 1/4 Qt. Cans	In 40 Qt. Cans	In 40 Qt. Cans
41-60	\$.60	\$1.527	\$2.891	\$3.361
61-80	.590	1.506	2.852	3.315
81-100	.582	1.489	2.823	3.282
101-120	.577	1.477	2.803	3.258
121-140	.573	1.471	2.792	3.246
141-160	.568	1.461	2.774	3.225
161-180	.558	1.438	2.733	3.177
181-200	.556	1.436	2.729	3.172
201-220	.550	1.422	2.705	3.145
221-240	.547	1.417	2.698	3.136
241-260	.543	1.409	2.683	3.119
261-280	.539	1.401	2.668	3.102

PRICE SCHEDULE

Of Massachusetts Standard Milk at Country R. R. Stations in Mass.

Miles	3.5 Test.			
	Per 8 1/2 Qt. Can	Per 10 Qt. Can	Per 21 1/4 Qt. Can	Per 40 Qt. Can
	Shipped	Shipped	Shipped	Shipped
	In 8 1/2 Qt. Cans	In 10 Qt. Cans	In 21 1/4 Qt. Cans	In 40 Qt. Cans
1-20	\$.72555	\$.854	\$1.81538	\$3.418
21-40	.67805	.798	1.69613	3.193
41-60	.61355	.722	1.53538	2.891
61-80	.6053	.713	1.51475	2.852
81-100	.59975	.705	1.49938	2.823
101-120	.5949	.700	1.48825	2.803
121-140	.59275	.698	1.48238	2.792
141-160	.5889	.693	1.47325	2.774
161-180	.57995	.683	1.45138	2.733
181-200	.57965	.682	1.44963	2.729

Wherever milk is bought by weight and test, the above prices apply to 3.5% milk and the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% butter fat and deduct 4c per Cwt. for every 0.1 of 1% below 3.5% butter fat.

Wherever milk can be accepted at the railroad station in cans owned by the producer, dealer will pay a premium of 2.3c per Cwt.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

SCHEDULE OF DEDUCTION.

Herewith is a schedule of discounts according to the request of the Food Administrator. Note the increased discount of \$.0012. We believe this too great. The dealers offered to state under oath that was the actual cost figure, and with the understanding that it should be changed if found by the certified public accountants now at work on the books to be too large it was agreed to until Dec. 1st.

In these price lists and discounts can be seen what never appeared be-

fore in New England, a standardized price system whereby under like conditions every farmer gets the same price for milk. The figures may be high or low. But after months of study and figuring a fair basis has been established on which prices may be adjusted up or down as occasion demands. It remains now to equalize the conditions, more especially to localize the discounts, charging them to the farmers who get the service and to extend the area of prices based on quality.

SCHEDULE OF DEDUCTIONS PER QUART.

Note that the deduction of \$.0012 per quart is an additional discount allowed by the Food Administrator to cover the cost of testing and accounting for butter fat content of milk bought on weight and test, and for increased station expenses due to decreased volume of milk going through such stations.

Zone	Miles	Station Expense	Can Expense	Additional Discount	Total Deduction
1	1-20	0	\$.0005	\$.0012	\$.0017
2	21-40	0	.0005	.0012	.0017
3	41-60	\$.0020	.0005	.0012	.0037
4	61-80	.0025	.0005	.0012	.0042
5	81-100	.0028	.0005	.0012	.0045
6	101-120	.0029	.0005	.0012	.0046
7	121-140	.0028	.0005	.0012	.0045
8	141-160	.0029	.0005	.0012	.0046
9	161-180	.0036	.0005	.0012	.0053
10	181-200	.0034	.0005	.0012	.0051
11	201-220	.0037	.0005	.0012	.0054
12	221-240	.0036	.0005	.0012	.0053
13	241-260	.0037	.0005	.0012	.0054
14	261-280	.0038	.0005	.0012	.0055

Explanation and example of use of above table:

To find the price of any can of milk at any country railroad station multiply the number of quarts in the can by the price per quart in Boston, which is 9c for the first zone, 8½c for the second zone and 8c for all other zones. Take the total deductions per quart for that zone, multiply by the number of quarts in the can, add the freight per can for that zone and subtract that sum from the Boston price.

Example: Sanbornville, N. H., is 97 miles from Boston, in the fifth zone, and to find the price for an 8½-quart can multiply 8½ by the quart price in Boston, 8c, and it gives 68c. The total deduction per quart for the fifth zone is .0045c, which multiplied by the quarts in the can, 8½, gives .03825c. To this add the freight for an 8½-quart can, which is 6c, and it gives .09825c. Subtract this from the per can price in Boston, 68c, and it gives \$.058175 or \$.0582 even money as shown in Schedule A price list for an 8½-quart can in the zone from 81 to 100 miles.

THE CHICAGO SITUATION.

States Attorney Hoyne under direction from Attorney Brundage raided the office of the Milk Producers' Association. On the Thursday morning, September 27th, eight or ten men from the States Attorney's office came and, with what is called a subpoena duces tecum, took before the Grand Jury all the records and files belonging to the Association as well as the secretary, cashier, stenographer, chairmen and members of the Milk Board and every member of the Association that came during the day, except one—Mr. E. J. Fellows, who seemed to have escaped in some way.

They held possession of the office all day and subpoenaed every milk dealer that stuck his head into the trap. The secretary was the only one taken before the September Grand Jury and he, evidently, only to identify the papers. Several others were taken before Assistant States Attorneys of Cook County and Assistant Attorneys General from Illinois and Wisconsin, but none were allowed their freedom until the secretary had been excused by the Grand Jury. Then they were told that they might go but to return on Friday, October 5th. Later, word was telephoned extending the time to Monday, October 8th, and again, to Friday, October 12th, where at this writing the matter now stands.

A conference was called consisting of the president, secretary, finance committee, milk board, and the chairmen of Campaign and Legislative committees. Then it was decided to

retain Ex-Gov. Charles S. Deneen, who has consented to look after the interest of the Association and now has shorthand reporters, together with the secretary going over the records which are still impounded before the Grand Jury.

The headquarters of both the Illinois Milk Dealers' Association and the Chicago Milk Dealers' Association have been raided, as well as the office of the Milk Drivers' Union, and records have been seized and taken before the Grand Jury at Chicago.

THE NEW YORK SITUATION.

The political situation in New York City was critical at the time when the October and November prices of the Dairymen's League were announced. Soon after these had been made public the Mayor started an investigation through a committee headed by several gentlemen whose connection with the dealers is alleged to be more or less intimate.

We understand that opponents of the Mayor started a similar investigation through the District Attorney and also raised the question of the legality of the League's operations.

It is the general opinion of some that the main purpose of these investigations is to demonstrate to the voters of the city a desire and purpose to reduce the cost of living, more particularly the cost of milk, and to make the League the "Goat."

The officers of the League feel that there is little doubt of their ultimate vindication but in the meantime it is costing them a large sum of money,

much annoyance and loss of time.

Meanwhile the League through the Co-operative Milk Producers' Marketing Association has offered to furnish milk to stores in the city at 9c a quart which would in turn distribute to the people at 10c.

At this writing it is understood that the League is negotiating for the use of a large milk plant in New York City and that the direct sale by the producers to store keepers and other distributing agents will be in operation shortly.

Surplus Arrangement Suggested by Boston Chamber of Commerce.

Each dealer shall keep a book which shall hereafter be referred to as "The Record." This book shall be uniform in size and method of bookkeeping and shall be kept in a uniform manner by all dealers subscribing to this agreement, and the Food Administrator shall have access to it at any time through his accredited representative.

Each day there shall be entered in this book under various headings the following records:

1. Total quantity of whole milk in quarts purchased by the dealer.
2. Total quantity of whole milk in quarts sent to Boston. Hereafter called "whole milk."
3. Total quantity of whole milk sold as whole milk in the country. Hereafter called "whole milk."
4. Total quantity of whole milk in quarts converted into cream in the country and sold as cream. Hereafter called "surplus milk as cream."
5. Total quantity of whole milk in quarts converted into butter and other by-products other than cream in the country. Hereafter called "surplus milk as butter, etc."
6. Total unaccounted for. Hereafter called "milk as shrinkage."

Prorated Shrinkage Milk.

The amount of milk lost by shrinkage, wastage, etc., in the country, known herewith as "milk as shrinkage" (No. 6) shall be added to Nos. 2, 3, 4 and 5 on a prorated basis, so that Nos. 2, 3, 4, and 5 shall equal No. 1. When whole milk or surplus milk are mentioned hereafter they are intended to include this prorated shrinkage milk without special mention.

Method of Paying for Milk.

Each producer's milk must be tested for butter fat at least three times each

month, and all payments for milk must be made on the basis of the average monthly butter fat content thus ascertained. Whole milk shall also be considered to have 85% skim milk.

Each producer's total milk for each month shall be paid for under three schedules known respectively as "whole milk," "surplus milk as cream," and "surplus milk as butter, etc." The amount of milk entering into each schedule shall have the same ratio to his total milk as (2 and 3) 4 and 5 bear to 1 for that month, wastage prorated as aforesaid.

Whole Milk.

The producer shall receive for that portion of his milk known as "whole milk" (No. 2 and 3) the price agreed upon (8c?) less the zone freight, can and station charges as agreed upon for the station from which the milk is shipped.

Surplus as Cream.

The producer shall be paid for that portion of his milk known as "surplus in cream" (No. 4) on a butter fat and skim milk basis. The butter fat shall be paid for on a basis of 20% above the average of the Boston Chamber of Commerce weekly quotations for "creamery extra" butter for the month considered and the skim milk at a price per cwt. 3 times the average of the Boston Chamber of Commerce weekly quotations per pound for skim special cheese for the month considered.

Surplus as Butter, Etc.

The producer shall be paid for that portion of his milk known as "surplus as butter, etc." (No. 6) on the basis of butter fat and skim milk content. The butter fat shall be paid for on the basis of 10% above the average of the Boston Chamber of Commerce weekly quotations for "creamery extra" butter for the month considered, and the skim milk at a price per cwt. 3 times the average of the Boston Chamber of Commerce weekly quotations per pound for "skim special" cheese for the month considered.

The entries in "the Record" shall be closed not later than the 10th of the month following.

On the 20th of each month each subscriber to this agreement shall file with the Food Administrator of Massachusetts on a blank furnished by the Food Administrator a sworn statement taken from "The Record."

EXAMPLE (Dealer).

Total received in country	(1)	100,000	quarts
To Boston	(2)	85,000	"
Sold in country	(3)	5,000	"
Surplus as cream	(4)	3,000	"
Surplus as butter, etc.	(5)	2,000	"
Milk as shrinkage	(6)	5,000	"

(Corrected Wastage Pro Rated.)

(2) = 89.4% of 5,000 = 4270	= 89,270
(3) = 5.2% of 5,000 = 260	= 5,260
(4) = 3.1% of 5,000 = 155	= 3,155
(5) = 2.1% of 5,000 = 105	= 2,105

Percentage of total as whole milk	94.53
Percentage of total as surplus as cream	3.15
Percentage of total as surplus as butter, etc.	2.105

EXAMPLE (Producer).

Total 1000 quarts of milk testing 4% fat—12th zone.	
Whole Milk	(94.5%) = 945 quarts or 2031.75 lbs.
Surplus as cream	(3.1%) = 31 quarts or 66.65 lbs.
Surplus as butter, etc.	(2.1%) = 21 quarts or 45.15 lbs.
945 quarts	@ \$.0654 + fat bonus = 65.87
31 quarts	= 2.67 lbs. fat @ \$.54 = 1.441
	= 56.6 lbs. skim @ \$.60 per cwt = .339
21 quarts	= 1.806 lbs. fat @ \$.495 = .993
	= 38.377 lbs. skim @ \$.60 per cwt. = .230

68.873	
Producer receives per quart net	\$.0689
Producer receives per quart for his whole milk	\$.0697
Producer receives per quart for his surplus	\$.0576

THE New England Dairyman

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Vice-President, Frank S. Adams
Secretary, Richard Pattee
Treasurer, E. P. Wilcox
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STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CON- GRESS OF AUGUST, 24, 1912.

Of The New England Dairyman, pub-
lished monthly, at Boston, Mass., for
October 1, 1917.

1. That the names and addresses of the
publisher, editor, managing editor, and
business manager are: Publisher, New
England Milk Producers' Association, 26
Broad St., Boston, Mass.; Editor, H. F.
Kendall, 26 Broad St., Boston, Mass.;
Managing Editor, Richard Pattee, 26
Broad St., Boston, Mass.; Business Man-
ager, Richard Pattee, 26 Broad St., Bos-
ton Mass.

2. That the owners are: New England
Milk Producers' Association, 26 Broad St.,
Boston, Mass.; Frank W. Clark, Presi-
dent, Williston, Vt.; E. P. Wilcox, Treas-
urer, Littleton, Mass.; Richard Pattee,
Manager, Laconia, N. H.

3. Bondholders, mortgagees, and other
security holders: None.

4. That the two paragraphs next
above, giving the names of the owners,
stockholders, and security holders, if any,
contain not only the list of stockholders
and security holders as they appear upon
the books of the company but also, in
cases where the stockholder or security
holder appears upon the books of the
company as trustee or in any other fidu-
ciary relation, the name of the person or
corporation for whom such trustee is
acting, is given; also that the said two
paragraphs contain statements embrac-
ing affiant's full knowledge and belief
as to the circumstances and conditions
under which stockholders and security
holders who do not appear upon the books
of the company as trustees, hold stock
and securities in a capacity other than
that of a bona fide owner; and this affi-
ant has no reason to believe that any
other person, association, or corporation
has any interest direct or indirect in the
said stock, bonds, or other securities
than as so stated by him.

RICHARD PATTEE,
Business Manager.

Sworn to and subscribed before me this
1st day of October, 1917.

(Seal.)

ROGER SHERMAN HOAR,
Notary Public.

(My commission expires Feb. 15, 1918.)

THE SPIRIT OF ORGANIZATION.

We want it understood that this of-
fice, the headquarters of the Associa-
tion, is your individual headquarters,
that we, who are operating the ma-
chinery of organization and looking
after the details necessary to carry-
ing out the program and purpose of
the N. E. M. P. A. are your hired men.

It is up to each officer of the cen-
tral, county, and local associations
and to each member of a local to
build the membership.

Membership means power—power
for accomplishment of the aims of
the N. E. M. P. A. If there was need and
reason for organizing the association
there is need and reason for all cow
owners to join. All are needed in
this great movement. Now is the
time to co-operate in development.

There are needs and possibilities that
call for action, alert, intelligent ac-
tion. We have an opportunity and a
responsibility. Shall we take advan-
tage of the former and measure up to
the latter? In this time of stress
are we willing to make a strong pull
and a pull all together so that it
need not be a long pull

Once in the olden days a certain
king proclaimed a feast day and as
he had the financial condition of his
household in mind he bade all that
came to bring a bottle of wine to be
poured into a large tank so that all
might partake. He explained, if I
remember correctly, that it would re-
sult in an excellent beverage through
the blending that would take place.
The feast day arrived and with it the
people and as they came they poured
the contents of the bottles into the
tank.

After sports and exercises, the time
came for refreshments and the king
called the people together in the
courtyard. When all was in readiness
he gave the command to his steward
to have wine drawn and served. Imag-
ine the surprise when nothing but
water came from the tank. Each one
had reasoned that he could save his
wine and his one bottle of water in
the wine would not be noticed, but
all having the same bright thought
the result was somewhat surprising
to those anticipating a sparkling
drink.

Some people of to-day are descend-
ants of those who brought water to
the feast. As was the case then—so
it is now—those who try to cheat
others get cheated at the same time.
We neglect or turn away from duty
expecting, or hoping, that some one
will do the work and that our efforts
will not be missed.

We get out of anything just about
what we put into it and this is as
true of NEMPA as of anything else.
It is not fair that men say, "What is
the use of my joining, I get the bene-
fit of the price they make?" Such
men are "slackers"; they are not
willing to "pay the freight" but they
are very willing to ride on the train.
Are we any less guilty if, having
joined the Association, we do not do
all we can to strengthen it by induc-
ing others to join? We must make
it the most efficient means of benefi-
ting milk producers and of placing the
dairy industry on the plane it de-
serves as the most important single
industry in New England. Every lo-
cal, every officer, every member,
should be awake and alive to the ne-
cessity of "keeping everlastingly at
it" to stimulate interest in the local
and promote better dairying. What
is for the good of one is for the good
of all and can best be secured by all
working together, "Each for all and
all for each." Only in this way, with
interest and action united to further
the interests of milk producers, can
the Association achieve the results
for which it is organized.

The N. E. M. P. A. does not exist to
get members and money, to get more
members and more money, but it ex-
ists for the promotion of a great
principle and the development of a
great industry. We must have the
members and the money, but do not
lose sight of the purpose of organiza-

tion—to improve and develop the
production and distribution of dairy
products, under the control and direc-
tion of the producers, to the end that
farming may be more attractive and
profitable and this great and essen-
tial branch of food production take
the place in business that its impor-
tance justifies.

What more self respecting and dig-
nified occupation can a man be in
than raising cows and producing milk
for human food? Yet where do even
the leading men engaged therein
stand compared to those who are ex-
ploiting and coining money off hu-
manity instead of feeding it as is the
farmer who is struggling to live and
educate his children on the paltry re-
turns for his labor. Occasionally a
farmer, generally one having other
business, rises to a position where
he commands attention and is given
consideration.

We are told before elections that
Agriculture is the first and foremost
Art and that the farmer is the back-
bone of the country. He is, in the
same way that the schoolboy an-
swered when asked the use of the
backbone, "To hold the body upright
when you sit down on the lower end
of it." The farmer has been the lower
end of the backbone about long
enough—the end that the rest of the
body politic sits down on. His wish-
bones have been all right for a long
time and now his backbone is
strengthening at a rate that is en-
couraging.

What is the answer? Self respect.
We do not gain respect except by re-
specting ourselves. Not until we
look upon ourselves as worthy of re-
spect—as of the importance our busi-
ness deserves—will we be respected.
By co-operating, working together,
we can get results and we cannot un-
less we do.

There is a field and there are pos-
sibilities for the N. E. M. P. A. that
have hardly been dreamed of even by
those most interested. It would be well
if each member could step into the of-
fice in Boston and look outward over
the expanse of New England and see
from this viewpoint what is possible
if we rise to our opportunity. It is
not simply that we can unite and by
our unity make a better bargain for
the sale of our milk but that we can
so organize producers of milk that we
can handle all our dairy products in a
way to benefit both producers and
consumers by improving quality of
products and methods of distribution
so that we may get adequate returns
for our service. Thorough and com-
plete organization is the essential
thing. Let us not be satisfied until
we get every milk producer enrolled
and a fund in the treasury that will
enable us to carry out our work suc-
cessfully. It can be done. Shall it
be? That is for the members, you
who read this, to decide.

H. F. KENDALL.

On Wednesday, October 17, the
Grand Jury of Cook County returned
true bills against the Milk Producers'
Association, singling out the milk
board, composed of five members: C.
H. Potter, C. J. Cooper, W. A. Good-
win, Roy Lewis and Arnold Huber,
for the direct attack.—The Milk
News.

ABUSES DISCONTINUED.

We print elsewhere the story of the
new prices. The tabulation shows
exactly what deductions were made
to cover the cost of getting milk from
the country R. R. stations to Boston.

It is the policy of the N. E. M. P. A.
to lay the cards on the table face up,
so every man may see and study the
moves in the game. What has been
needed for years is light, "merciless
publicity" of the abuses in the milk
business.

It will be noted that NO deduction
from price has been made to cover
loss in teaming milk from farm to
station.

Abuse No. 1 has been corrected.
No part of the cost of hauling is be-
ing deducted from the general price
of milk.

What next? Obviously the "coun-
try station" charge. The present
schedule allows a deduction to cover
the cost of operating country milk
stations where such are a necessary
part of the movement of milk to Bos-
ton markets. The cost of the sta-
tions in each zone is charged against
the milk in that zone. It should be
charged against the milk that goes
through the station. Those who ship
direct should stand no part of the
expense of a station that does not
serve them. There should be a de-
duction for station service but it
should not apply to direct shipments.
There should be a direct shipment
price and a milk station shipment
price. This system applies in other
sections, i. e., Buffalo, Cleveland, Chi-
cago and other cities. It is the next
move to be made in New England.

Objectors say, "let things alone,
don't introduce any new wrinkles."
The Association does not aim to in-
troduce new ones but to get rid of
some old ones that have crept in
through lack of organization and
oversight of the business for the pro-
tection of producers.

IN OTHER MARKETS.

The action of public authorities in
Chicago and New York, in calling the
producers' associations before legal
authorities and grand juries for in-
dictment shows the attitude of the
public mind in these times toward
any increase in the price of a food
commodity. We trust that our sis-
ter organizations and their officers
will be completely exonerated and we
tender them the sympathy and help,
if needed, of the farmers of New
England. It must be plain that the
N. E. M. P. A., both in its form of
organization and policies of manage-
ment, has been well planned and
handled to escape the troubles inci-
dent to collective bargaining. Its
demands have been proven just. It
has back of it, the support of the
State and Federal authorities. It is
in a much more favorable position
than if it were under investigation or
indictment.

PUT UP ICE.

Now is the time to prepare for
putting up a good supply of ice to cool
milk properly next summer. Get
your ice house built ready for use.

DAIRY MARKETING CONDITIONS
IN NEW HAMPSHIRE.

Last Fall at about the time of the strike, a survey of marketing conditions with respect to Dairy products was made by the U. S. Department of Agriculture, Bureau of Markets, in Windham Co. Conn. This work was done by Mr. L. M. Davis under the direction of Roy C. Potts who as a representative of the U. S. Department advised with the committee that revamped the old NEMPA into the present organization.

The conditions disclosed in Windham Co. were so interesting that Mr. Potts was urged to continue the work throughout New England. The outcome was that in conjunction with the New Hampshire College Extension Service, Mr. Davis spent several weeks in New Hampshire last winter and the result of his investigations has just been issued as Extension Bulletin No. 8. Copies of this Bulletin are available and every member of the NEMPA would profit in reading it. The names of all members in New Hampshire have been filed with Director Kendall with the request that copies be sent to each.

Much of the matter is of such application to conditions in other states that we call attention thereto.

Table IV., in the Bulletin shows the decline in cow population of New Hampshire as compiled by the State Commissioner of Agriculture from the Tax reports.

Table IV.—Showing Decline in Dairying in New Hampshire.

Year	Number of Dairy Cows In New Hampshire.*
1900	110,327
1901	104,003
1902	108,605
1903	113,897
1904	115,223
1905	113,712
1906	111,464
1907	109,624
1908	105,124
1909	98,312
1910	92,082
1911	94,467
1912	92,879

NOTICE TO MEMBERS.

If any member receiving this paper has not signed a Subscription Order for the Dairyman please cut out the Order below and mail it to the N. E. M. P. A., 26 Broad St., Boston, Mass. It costs you nothing additional as you have already paid, but signing the order is required by the Post Office Department.

SUBSCRIPTION ORDER

THE NEW ENGLAND DAIRYMAN

To the New England Milk Producers' Association:

I hereby subscribe for the New England Dairyman for one year, and 25 cents of the amount paid with my application for membership in the New England Milk Producers' Association is to be devoted to such subscription.

Date

Name

Address

Member of Local

1913	89,510
1914	86,433
1915	87,944
1916	87,464
Decrease in 16 years	22,763
Per cent. decrease in 16 years	20.6

The NEMPA has urged the use of larger cans in the shipment of milk, a recent issue of the Dairyman giving the figures to show a saving. Here is a tabulation from the Bulletin putting the matter in a different way.

Table VII—Saving Effected by Use of Larger Cans.

Size of Can.	Rate per Can.	Rate per Qt.	Quarts Shipped Annually.	Yearly Shipping Charge.	Amount in Excess of Minimum Charge.
8 1/2 qt.	6.4c	.752c	31,000	\$233.12	\$68.20
20 qt.	11.9	.595	31,000	184.45	19.53
40 qt.	21.3	.532	31,000	164.92	....

The above figures are based upon the shipment of 31,000 quarts of milk which is estimated to be the production of a ten cow dairy. Mr. Davis cites as objections to larger cans the following:

Contracts had been signed on the 8 1-2 qt. basis.

Liability of left over milk on the farm.

Cooling tanks built for the use of small cans.

In considering prices paid by dealers the following table is given to show the variation between dealers in the same transportation zone. Each column represents a different dealer. Under the revision secured by the NEMPA on August 1st, this discrimination has been removed. Buying has been put on an uniform basis as to price in each zone. This change is not only fair to the farmer but puts the deals on an even basis of competition in selling.

Table X—Prices Paid for Milk by Different Dealers.

1916	Price per 8 1/2 Quart Can.
January	37 38 40 34
February	35 36 40 33
March	35 34 40 33
April	33 31 35 29
May	28 26 35 23
June	28 23 35 23
July	32 31 35 29
August	34 31 35 29
September	35 32 35 29
October	44 41 40 41
November	43 44 40 43
December	43 44 40 43
Average	35.58 34.25 37.5 32.41

Particular People

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HOLSTEIN
MILK

No other cows' milk is so easily assimilated. None is as safe for infant feeding.

None promotes so strong and healthy a growth.

Write For This
Free Book

and learn why there is an increasing demand for the milk of Holstein cows—a demand that alert dairymen are meeting by stocking profitable purebred Holstein cows.

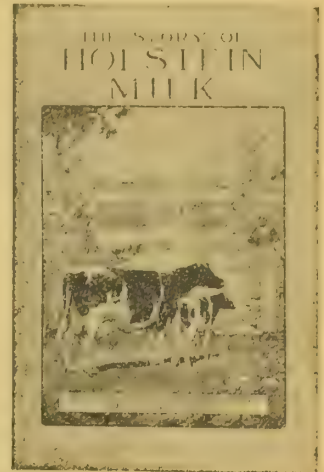
Doctors Endorse
Holstein Milk

Eminent medical authorities throughout the United States agree that Holstein cows' milk is best for infants, invalids and all who require liquid nourishment.

Write for your free copy of "The Story of Holstein Milk"—no obligation, we have nothing to sell.

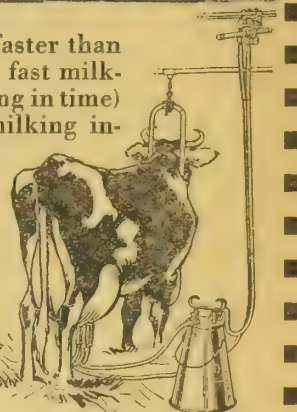


THE HOLSTEIN-FRIESIAN
ASSOCIATION OF AMERICA
Box 300 Brattleboro, Vermont



SHARPLES MILKER

The world's fastest Milker—23% to 58% faster than others, proven by Government tests. This fast milking is mighty important (aside from the saving in time) because of the well-known fact that fast milking increases the milk flow. The use of a Sharples Milker will probably increase your milk yields. One man with a Sharples Milker does all the milking at Greystone Dairy—milks 40 to 45 cows in about 1 1-2 hours, with less effort than it takes to milk 12 to 15 cows by hand. The only Milker using compressed air (broadly patented). Used on over 400,000 cows daily. Write for catalog today; address Dept. 57.



THE SHARPLES SEPARATOR CO., West Chester, Pa.

Sharples Separators—Over a Million Users—The Only Separator that Skims Clean at Any Speed

Sharples Super-Clarifier—Removes all Sediment and Insures Clean Milk

Branches: CHICAGO SAN FRANCISCO TORONTO

ORDER
NOW

This Money-Making
Fast-Selling Feed

Next winter, when the price of grain is high and climbing and your milk check is not so large as you would like it in comparison with feed bills, you will give quick attention to anything that promises relief. Be forehanded and protect yourself now.

INTERNATIONAL SPECIAL DAIRY FEED

will not only reduce your feeding costs but will increase your income by causing each cow to give from one to two quarts more milk every day. It is selling greatly below corn and oats. A supply purchased now will enable you to get every cent of profit from next winter's milk prices.

We are grinding day and night to fill orders. See your nearest International dealer and order yours now. If there is no dealer near you write us. See that you get the genuine International Special Dairy Feed and get it now!

INTERNATIONAL SUGAR FEED COMPANY
Minneapolis, Minn. Mills at Minneapolis and Memphis

(Continued from page 5.)

One of the most interesting and important tables in the Bulletin is that showing the per quart prices paid at country stations for the last five years. Producers are asked to study this table carefully and compare the figures with what they are now getting.

Table XIV.—Average Price Per Quart.

	1912	1913	1914	1915	1916
January	4.00c	4.47c	4.58c	4.47c	4.47c
February	4.00	4.35	4.35	4.23	4.23
March	4.00	4.11	4.11	4.00	4.00
April	3.05	3.82	3.82	3.64	3.64
May	2.70	3.17	3.05	3.05	3.05
June	2.58	3.17	2.70	2.70	2.70
July	3.52	3.88	3.64	3.64	3.64
August	3.64	4.00	3.64	3.64	3.64
September	3.82	4.00	3.41	3.82	3.82
October	4.47	4.58	4.47	4.47	4.82
November	4.70	4.94	4.82	4.82	5.17
December	4.70	4.94	4.82	4.82	5.17
Average	3.76	4.12	3.95	3.94	4.03

Especially attention should be given the figures for the last two months of 1916. They reflect the work of the old NEMPA and are the result of its fight for better prices last fall. From this table can be made up an average grading of prices from month to month that will be comparable with such grading in New York, Chicago and elsewhere. It is interesting to note how closely these figures compare with the variation in price of butter, showing that until this year it has been the surplus that has dictated the price of market milk. Note should also be taken that the price to the public did not change with the fluctuation in prices paid the producers.

Another most interesting table is that comparing prices paid New England Producers as compared with New York producers.

Table XV.—Average Prices Paid Producers Supplying Milk to Boston and New York. (Per quart basis.)

	1912	1913	1914	1915	1916
Boston N. York	4.19c	4.47c	4.58c	4.47c	4.47c
Boston N. York	4.08	4.35	4.35	4.23	4.23
Boston N. York	4.00	4.11	4.11	4.00	4.00
Boston N. York	3.05	3.82	3.82	3.64	3.64
Boston N. York	2.70	3.17	3.05	3.05	3.05
Boston N. York	2.58	3.17	2.70	2.70	2.70
Boston N. York	3.52	3.88	3.64	3.64	3.64
Boston N. York	3.64	4.00	3.64	3.64	3.64
Boston N. York	3.82	4.00	3.41	3.82	3.82
Boston N. York	4.47	4.58	4.47	4.47	4.82
Boston N. York	4.70	4.94	4.82	4.82	5.17
Boston N. York	4.70	4.94	4.82	4.82	5.17
Average	3.76	4.12	3.95	3.94	4.03

At the time when Mr. Davis' study of New Hampshire conditions was made the reorganized NEMPA was just starting its membership campaign in that state. New Hampshire was the first state in which the winter drive for membership was made. Since then it has steadily increased in membership and is now strongly organized.

MILK AT PRESENT PRICES.

With the present day high prices for cheese, corn, pork, etc., it is an important question in the minds of many dairy farmers as to what the real value of milk is, delivered at an American cheese factory, with the whey properly utilized and not wasted. The accompanying table may serve as a basis for discussion, and the prices given may be modified to suit individual cases. The table is based on the following considerations:

1. The New York average cheese yields from milk of different tests are given in column 2.

2. From the market prices of cheese as given at the top of the table, 2 cents a pound is subtracted to cover the cost of making cheese.

3. The value of whey can best be realized by feeding it to hogs on the farm. Eighty-eight pounds of whey (from 100 lbs of milk) fed to hogs equals .22 bushel of corn, now worth 40 cents, at \$1.80 per bushel. Or 88 lbs. of whey will produce about 3.1 lbs. of pork, now worth about 46 cents. In making the table, 40 cents was allowed as the value of the whey. To obtain this value from feeding whey in the early spring months, it may be found necessary and practicable to buy carloads of pigs, littered in the fall and wintered in Iowa and Illinois, paying the lowest spring prices, perhaps 15 cents. These pigs fattened on whey from Wisconsin factories should sell in the early fall (just before new corn is ready) at an advance of about 2 cents sufficient to pay the cost of freight on the pigs when purchased, leaving the gain in weight as profit on their feeding in Wisconsin. A carload of pigs might be used in this way on farms near each factory to save the whey in early spring. Organizations of patrons, cheesemakers, or bankers can handle the business end of this purchase. Hogs on the farm to follow dairy cows are essential to the full utilization of the cow feed.

4. It is the business of the dairy farm to produce fat and casein from the elements of the air, by feeding clovers and alfalfa, with silage and grain to dairy cows and hogs, but the mineral fertilizers from the soil should be retained on the farm as they can be replaced only by purchase, if sold as in whole milk. Feeding whey to hogs returns to the soil a large part of the mineral fertilizers, potash and phosphorus contained in milk, thus tending to maintain the fertility of the farm, which is a matter of prime importance in any system of successful agriculture.

Farm Value of Milk and Whey at Present Cheese Prices.

N. Y. ave.		Cheese market prices				
Milk	fat	Cheese market prices				
churn	yield	18c	20c	22c	24c	26c
%	per 100 lbs	% per Cheese and whey value 100 lbs. milk				
	milk					
5.2	8.76	\$1.80	\$1.97	\$2.15	\$2.32	\$2.50
5.3	8.99	1.84	2.02	2.20	2.38	2.56
5.4	9.22	1.87	2.06	2.24	2.43	2.61
5.5	9.45	1.91	2.10	2.29	2.48	2.67
5.6	9.68	1.95	2.14	2.33	2.53	2.72
5.7	9.91	1.98	2.18	2.38	2.58	2.78
5.8	10.14	2.02	2.22	2.43	2.63	2.83
5.9	10.37	2.06	2.27	2.47	2.68	2.89
6.0	10.60	2.10	2.31	2.52	2.73	2.94
6.1	10.83	2.13	2.35	2.57	2.78	3.00
6.2	11.06	2.17	2.39	2.61	2.83	3.06
6.3	11.29	2.21	2.43	2.66	2.88	3.11
6.4	11.52	2.24	2.47	2.70	2.93	3.16
6.5	11.74	2.28	2.51	2.75	2.98	3.21

FOLKS WHO LIVE ON PROSPERITY STREET

Most folks who live on Prosperity Street, and enjoy the comforts of financial independence, were born in modest circumstances. Their achievements can be traced to humble beginnings.

They found success and the foundation of all wealth was saving. And savings emphasized the power of money to make money; of countless opportunities awaiting those with capital, and that interest, which helps to multiply savings, is a friend to the poor as well as the rich. In learning how to save, they learned how to succeed.

Your first deposit is a step in the right direction. How soon you reach Prosperity Street depends upon yourself.

There's little consolation in recalling dollars wasted in needless pleasures and extravagance. Its better to look ahead with the stimulus of a bank account to inspire you.

Don't envy the folks on Prosperity Street. Someone's savings made it possible. The opportunity is yours as well.

ACCOUNTS OF N. E. FARMERS AND DAIRYMEN SOLICITED

Conveniently Located

Modern Facilities

Efficient Service

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Opposite the Old State House.

Buy Now

LARRO-FEED is back on the market again and back to stay. We are now in a position to supply you with any quantity of this "WONDERFUL FEED THAT'S GUARANTEED" for quick delivery through your dealer. We urge our dairymen-friends to get in touch with their local feed dealers and place their orders at once for next year's dairy feed requirements.

Larro-feed



Those dairymen who have used this wonderful feed in the past will need no second invitation. We have been unable to take orders for LARRO-FEED for the past nine months because of our inability to secure all the necessary ingredients. During that time hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits this winter by ordering your supply of LARRO-FEED at once. Better see your dealer about it to-day.

THE LARROWE MILLING CO.
3900 Gillespie Bldg., Detroit, Mich.

A Bee Flies In A Straight Line

And likewise, successful business judgment always takes the most direct route. A comparison no less true results from the use of



for dairymen the country over find that it produces results the same in quality as those obtained by efficient business methods.

They find that this cleaner not only cleans clean, but its use saves much time and labor. Its sweetening and freshening qualities, its easy and thorough rinsing nature and its harmless ingredients make it the most practical and economical cleaner obtainable.

Should you not be a user of Wyandotte Dairyman's Cleaner and Cleanser, why not give it a trial?

Indian in Circle



In Every Package

Your supply house will send you a barrel or keg with the understanding that it will prove to be and do all we claim for it, or cost you nothing.

IT CLEANS CLEAN

THE J. B. FORD CO.,

Sole Mfrs. WYANDOTTE, MICH.

The average of ruling prices for Daisies and Longhorns in the first four weeks of July at Plymouth was 22 cents. Column 5 shows that at this price, 4% milk is worth \$2.52 for cheesemaking. The prices in this column are the minimum prices, which should be guaranteed by creameries, condenseries, or other private milk buyers competing with cheese factories.

The hauling of milk to the factory should be done by neighboring patrons in groups, each man hauling once a week for the group in his turn.

Finally, it should be remembered that at a well managed cooperative cheese factory, the patrons receive and divide the money and profits, but in selling milk to buyers, the highest prices will be received only so long as there is vigorous competition either between different buyers, or between the buyer and the local factory.

J. L. SAMMIS.

Wisconsin College of Agriculture.

—Hoards Dairyman.

DAIRYMAN'S PLEDGE

Dairymen are appealed to on all sides and by all interests to keep their cows. Here is a pledge offered by the National Dairy Council:—

RESOLVED HERE AND NOW.

1. I will not kill, nor permit to be killed, a productive Dairy Cow nor her promising female offspring.

My country needs food and fat. The Dairy Cow furnishes both in great abundance. She is a natural food-making machine, capable of producing human food equivalent to that produced by 17 steers, capable of producing 2,100 pounds of fat as compared to the steer's 280 pounds of fat.

It is crime to cripple or destroy such a wonderful food-making machine especially during my country's direst hour of need.

2. I shall bring my heifers to maturity. It is my duty to my country.

And it pays.

A fair Dairy Cow has the earning capacity of \$1,000 securely invested at 5%. It is folly to sell for \$125 or less a machine which equals the earning capacity of one thousand gold dollars.

3. I will not permit a scrub bull in my herd. I resolve to breed up, not down, to the end that each generation of my herd shall be a vast improvement on the preceding generation.

My country needs better stock, better and more bountiful producing and I shall help her so far as my power lies to improve and increase my stock and its production.

It is my duty as a citizen, and it pays in pride and pocket to permit only worthy sires in my herd.

4. I believe in intelligent feeding. I know that it will increase my production. I promise faithfully to follow the most practical instructions available on this subject.

I owe it to my country, to myself, and to my cows, to make the most of my opportunities, to give time and thought freely to the important subject of feeding. I shall be proud to set an example in intelligent feeding and thereby inspire my neighbors to do likewise.



Husky Underwear for Husky Men!

You men who do a real day's work don't want a lady-like underwear.

You want a real, all-wool and a yard-wide underwear.

The kind that keeps a man warm and dry when he's out doing heavy work and bucking all kinds of weather at the same time.

Contoocook Honest Underwear

has been on the market for more than fifty years. It's the "Old Reliable"—worn by farmers, dairymen, milkmen, milk wagon drivers, choppers, teamsters, policemen, chauffeurs—and all outdoor men.



Ribbed shirts and drawers—all-wool, soft, warm, thick but light in weight, "natural" or dyed fast blue, don't crock, wash perfectly—no nonsense about them! Look for the trade mark.

Your dealer knows all about this best of all underwear for outdoor workers.

CONTOOCCOOK HONEST UNDERWEAR

Wise Bees Save Honey—Wise Folks Save Money

Interest Begins

JAN. 10



Interest Begins

JAN. 10

Learn to save and you will soon learn how to succeed.

Send for Circular, "A Savings Bank Account by Mail"

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Send Me a Bottle of MORRISON'S OLD ENGLISH LINIMENT



For quick healing, allaying inflammation and toughening the skin; it has no equal in all cases of Collar and Saddle Galls, Interfering, Cuts, Chafing, Burns, Scratches, Cracked Heels. For all diseases of horses' feet, such as Contracted, Hard, Dry and Brittle Hoofs, Corns, Quarter Cracks and Thrush.

A powerful healer for Cuts and Open Sores; and very effective in reducing Swellings, Lamé Muscles and Contracted Cords.

Price, Half Pints, 50 Cents.

Full Pints, \$1.00.

If your dealer doesn't keep it, you buy from us, delivered free.

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5. I will not waste my skimmilk. It is fine food for human consumption, and I shall support vigorously the movement to spread the truth about the food value of skimmilk, to procure the repeal of the ignorant and vicious legislation and remove the things which makes my nation banish from the table and the kitchens yearly 30,000 millions of pounds of this cheap, nutritious and digestible food.

6. I shall plant intelligently to grow my own feed, and thereby lower the cost of production, and increase my profit. I demand efficiency and low cost from the man who furnishes me my food, and my clothing, my houses, my household furniture, my barns, equipment and machinery—and all my needs.

He has a right to demand in return and I promise to give equal efficiency equal low-cost production on what I furnish to him.

7. I believe in soil conservation and shall do all in my power to maintain the fertility of the soil in my care and so shall I hold my lands in trust for this and coming generations.

My country depends upon me to safeguard the continuous fertility of my soil and I shall not fail her, surely not now, in her hour of need.

This, Mr. Dairy Farmer, is your oath of enlistment. Will you subscribe to it as a fair token of gratitude of the men who render their lives on the firing-line that you may be free and remain in full enjoyment of the blessings of democracy.

You can do no less! You can do more by living the creed and spreading it.

SAVE BARNYARD MANURE!

A Big Leak That Can Be Stopped.

Assistant Secretary Vrooman of the United States Department of Agriculture recently made the statement that "Our billion dollar manure waste is the world's greatest economic leak."

"This is not a mere wild guess," he continues, "but a very shrewd and conservative estimate based upon reliable statistics. It has been found that each horse or mule produces annually \$27 worth of manure (based upon commercial fertilizer values); each head of cattle \$20 worth; each hog \$8 worth. Recent investigations indicate that at least one half of this great wealth of fertilizing material is lost."

Here, then is a big problem for every farmer. Some of this loss is unavoidable but the greater part can be saved.

On the dairy farm, one way is to draw the manure directly to the field and spread it as fast as it is made. If plenty of good absorbent bedding is used, the most valuable or liquid portion of the manure can be saved. Rain, after the manure is spread upon the land, helps to carry the fertilizing materials where they can do the most good—provided, of course, that the land is reasonably level.

There are few farms, however, where all the manure can be handled in this way. Very often, heaps of manure accumulate beside the barns from which the most valuable constituents leach away. Of such manure, Van Slyke of the New York Ag-

ricultural Experiment Station said: "Taking into consideration both the amount and the availability of the plant food leached from stable manure, it is not an exaggeration to say that two-thirds of the plant-food value is leached away from much of the stable manure used on American farms."

The best method of storage is in a manure pit. A pit 3 feet deep, 12 feet long and 6 feet wide will enable the average farmer to properly preserve the extra barnyard manure until he can find time to haul it to the field. Such a pit may readily be constructed with farm labor of cement, or of hollow tile with a thin coat of cement to prevent seepage. The cost will be trifling in proportion to the saving effected.

The manure pit should be so located that the liquid portion of the manure can be drained from the stable to the pit. Since "about one-half of the value of the nitrogen and two-thirds that of the potassium are in the urine," according to VanSlyke's, "Fertilizers and Crops," a big saving can be effected in this way.

Barnyard manure is high in nitrogen (ammonia) and low in phosphorus. If used freely, it is apt to force a

rank growth of foliage without a corresponding increase in the grain yield. So it is a good plan to sprinkle acid phosphate over the manure pit at the rate of 40 to 50 pounds per ton of manure. This will help keep the flies from breeding in the pit. The acid phosphate will absorb some of the liquid manure. The free ammonia, instead of escaping, will be changed into ammonium phosphate and ammonium sulfate—both valuable fertilizers. Manure so treated is not apt to heat.

Another good plan is to build an open feeding shed with a concrete floor for young stock not kept in the stanchions. If this shed is kept bedded, the tramping of the stock will prevent fire-fanging and the manure can be preserved with the least possible loss.

Farm manure adds organic matter which is needed by most of our upland soils. It also favorably affects the bacterial life of the soil. The benefits from even a light dressing of manure are noticeable for several years. Indeed, a given amount of manure will accomplish much more when spread thinly than when concentrated on a smaller area.

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"Good to the Last Drop"

Raise Your Calves on Blatchford's Calf Meal and Sell the Milk

More calves have been raised on Blatchford's Calf Meal than on all other milk substitutes combined.

100 lbs. makes 100 gallons of milk substitute, costing only one-third as much as milk. Prevents scouring and insures the early maturity of sleek, handsome calves.

It is steam-cooked and no trouble to prepare or use.

Write for Pamphlet "How to Raise Calves Cheaply and Successfully with Little or No Milk." At dealers, or Blatchford Calf Meal Factory, Dept. Waukegan, Ill.

SAWDUST

CLEAN, dry sawdust makes an ideal bedding for cows, and is highly recommended by reliable dairy authorities. Economical and easy to use. Keeps the barns clean and sanitary. Write today for prices. We also sell Baled Shavings for bedding in car load lots. **BAKER BOX CO.** 86 Foster St., Worcester, Mass.

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Year tests that Count

These wonderful semi-official records are only a few of a large number of genuine high production tests made under normal conditions with UNICORN DAIRY RATION used as the entire or largest part of the grain ration. They are in no sense forced or freak records as shown by the normal fat percent and the perfect health of these cows and all herds fed on Unicorn Dairy Ration.

Every breeder knows Ajax Flakes (made exclusively by us for years.) Conditions forced us to withdraw it from the market except as one of the ingredients of Unicorn. You will find Unicorn equally efficient as your ration or ration base.

If you have good cows that you want to make even better

Unicorn Dairy Ration

offers you the chance, without extra cost, in fact most likely at a considerable saving.

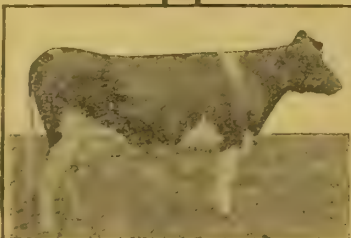
With an average cow we guarantee a reduction in the feed cost of you milk. Give them a chance - if fed right with Unicorn Dairy Ration they will surprise you.

Unicorn can be obtained by any dairyman or breeder east of the Missouri river no matter where located. Every bag is equally uniform and good no matter where you get it.

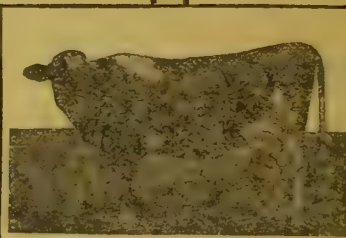
Write for information and FREE copy of Cow Testers' Manual.

131 State St.

Chapin & Co., Dept. X Boston



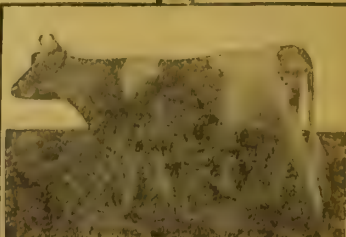
Jolie Topsie De Kol, H. F. 149723
Age 5-11-12 (City of Cleveland, Owner)
Semi-Official Year Test
29221.5 lbs., Milk 3.52% 1032.37 lbs. Fat



Abbie of Riverside.
Champion Guernsey of Michigan
Fred Gleason, Owner
14201 lbs. Milk 5.72% 813 lbs. Fat



Revelton De Kol Violet, H. F. 36460
Age 10 Years (H. A. McQuillan, Owner)
Semi-Official Year Test
29669.6 lbs. Milk 3.46% 1096.45 lbs. Fat



Follyland Nancy, A. R. No. 5266
Best 2 year old in New York
Follyland Farm Guernseys
12270 lbs. Milk 5.81% 712.6 lbs. Fat

Organization Page.

SECRETARIES—ATTENTION.

If you are in need of any membership cards, orders on dealer for payment of dues, or subscription orders for the Dairyman, please send for them. It is impossible for us to keep track of the individual needs of 500 secretaries and we want you to have supplies for enrolling members.

We received a good response to the request for the opinion of locals as to the price the members should receive for milk but we have very little to report regarding the meetings of locals or items of interest concerning the work done or conditions in the hundreds of localities where we know interesting things are going on. We are trying to push the work of the N. E. M. P. A. and get out an interesting paper but we must have news



USE THIS TO FILL THIS

KOW-KURE

Health First

If a cow is well—if her organs of production are doing their duty—she will yield well. Time was when the cow that became sluggish and seemed to be going backward was promptly sold to the butcher.

Thousands of cow owners have found that in most cases proper treatment will save them the difference between the price of a beef cow and a vigorous milch cow.

Most dairy cow ailments are simple if the source of the trouble is reached. If the organs of production or reproduction are not doing their duty, try Kow-Kure—the medicine for run-down cows. It has worked wonders in many herds, and is especially recommended for the prevention and cure of Abortion, Barrenness, Milk Fever, Scouring, Lost Appetite, Bunches, etc.

Keep Kow-Kure on hand constantly. Sold in 50c. and \$1.00 packages by feed dealers and druggists.

Write us for any
free literature.
The Cow Doctor.

Dairy Association Co.
Lyndonville, Vt.

A CENTURY OF SUCCESS LADY POOR'S PURE PILE OINMENT

Brings prompt relief, also a great remedy for ECZEMA and all Skin Eruptions. At your Druggist or direct from us for 25 cents.

The James W. Foster Co.,
Manufacturers and Proprietors,
Bath, N. H.

from the locals. Tell us something.

Elsewhere in the Dairyman is a detailed report of prices and price-making. Now that we have secured the advance and government approval has been placed on our demands for a living price we are in a better position than ever to push the work of the N. E. M. P. A. Let's make it all we planned it to be. Everybody push.

The important thing for each secretary to do now is to get the members who signed the card used from Jan. 22 to June 1 to sign the new card that has been used since June 1 and sign an order for the payment of the percentage dues by the dealer, to whom the member sells milk, direct to this office. This card went into effect with the incorporation of the N. E. M. P. A. as was authorized at the annual meeting Feb. 22, together with the percentage plan of paying dues. This dues plan is the same as used so successfully by the New York Dairymen's League and other associations. It is the only just and satisfactory way to collect dues. It does not matter how many cows a member has, he pays on the value of his product. He may sell or buy cows; they may be dry or fresh; he pays accordingly and it is fair all around.

It is a rather difficult thing to change the membership over but it is greatly to the interest of the members to do it and it has to be done. Doing it now is better and less expensive than doing it later. Many locals, some of them having more than fifty members, have nearly all the members who signed the old cards last winter re-signed on the new cards and on a dealer's order. If it runs to the end of the year it will be a lot more work on the old plan as dues would have to be collected from all members while by this plan a member is always a member in good standing as his dues are coming in from his dealer.

If there is anything about this that is not plain please write for information. We know that if the reasons for doing it are understood you will gladly co-operate to get the results. The members who paid per cow dues, those who joined on the old form of card, will have the portion of those dues refunded from the time the order on the dealer goes into effect, so no one will be paying double dues. The locals will receive 25% of the dues paid to this office by the dealers and this should be of considerable assistance in making the local a live factor in the community. It should pay all expenses of meetings and allow a fund to be accumulated to use for advancing co-operative work and benefiting the members.

The sooner the members are all paying dues by the percentage plan the better it will be for the Association and all members.

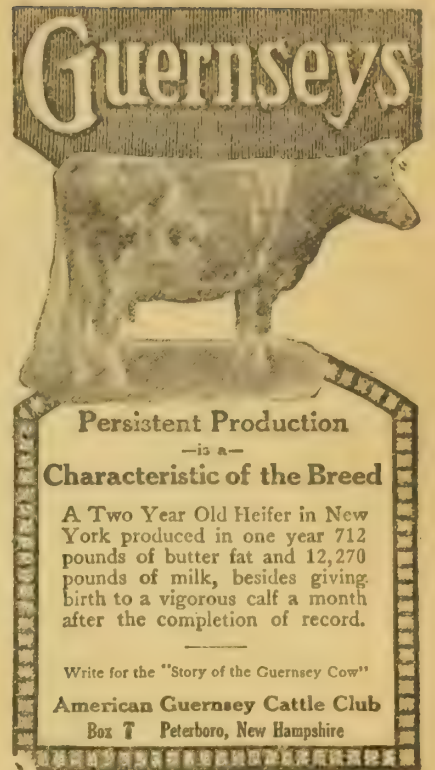
If the local officers do not see to getting the new cards signed and it becomes necessary to send organizers around to do the work it will be a great expense and handicap the progress just that much, while if the officers get the members to assist and get the work done among themselves it will save expense and thus help greatly.

If a member does not sell to a dealer so that dues may be paid that way the member should fill in the words "Secretary of . . . Local" where the order calls for the name of the dealer and then pay to the local secretary the 1/2 of 1% of the wholesale value of his product, whether it is milk, cream, butter or cheese. The secretary should then send in 75% of the amount thus paid by such members, retaining 25% for the local. Several hundred members who retail milk or make other products have signed this way and there are hundreds more who should.

When we began publishing the New England Dairyman last April we made application for entry to the second class mailing privilege to get the publisher's rates of a cent a pound. We were given a form to use and sent out several thousand pink slips to the secretaries to have the members sign so that we might be granted the privilege. Some 5,000 were signed and returned but for some reason we were not allowed the second class entry. We had to keep on paying the third class rate which made an expense of \$100 a month extra. When we put out the new card we understood that the clause on the back, which states that the member subscribes to the Dairyman, would be sufficient so that no other signature would be necessary. After considerable time the Post Office Dept. notified us that they could not grant the entry on that basis and that an order from each member is necessary. We have sent out subscription orders and requested the secretaries to get them signed by all new members when they sign the cards and orders and by all old members who have not signed one. Please see that this is done when the member signs up on the new card. No payment is required. These matters are VERY IMPORTANT and we expect the hearty co-operation of all officers and members.

Nothing has made the dealers sit up and take notice as has the presentation of the orders from our members who are their patrons. It brings right home to them the fact that the N. E. M. P. A. is a business organization doing business in a business-like way and is the important factor in the dairy business. The N. E. M. P. A. is your agent for disposing of your dairy products and the service we render will be efficient only as we have the full co-operation of the officers and members in this matter of orders for payment of dues. If we have got to spend the time and energy of those in this office to get such work done we cannot be attending to the especially important work which you desire done.

The secretaries of those locals that have been organized since June 1 are not affected by this request except



Guernseys

Persistent Production
—is a—
Characteristic of the Breed

A Two Year Old Heifer in New York produced in one year 712 pounds of butter fat and 12,270 pounds of milk, besides giving birth to a vigorous calf a month after the completion of record.

Write for the "Story of the Guernsey Cow"

American Guernsey Cattle Club
Box T Peterboro, New Hampshire

Retained After-births

Cows can be made to clean easily without using force

When cows do not clean properly after calving, it indicates a germ infection which is likely to run through the entire herd and result in abortion and barrenness.

Our Government and other authorities assert that retained after-birth, premature calving, sterility and calf scours are all the result of infection by the abortion germ, and retained after-birth is one of the first symptoms.

The after-birth should be removed at once without force and the cow treated with a powerful antiseptic to prevent her becoming an aborter or sterile. Authorities state that while there is no absolute cure for abortion and sterility, nevertheless the infection can be controlled by prompt treatment and the animal saved for successful breeding.

B-K is scientifically correct for this work. Used as a douche for the uterus, it quickly brings the after-birth, dissolves the slimy albuminous matter, kills the germs, stops discharges and controls the infection. B-K does not cause straining, but is soothing and heals the tissues.

Other germicides, such as carbolic acid, cresol, Lugol's solution, iodine, etc., tend to irritate, do not dissolve the slimy albumins, but tend to coagulate or thicken them, thereby preventing destruction of the germs and cleansing of the tissues.

B-K is convenient. Just add water as directed, and you have your treatment for calves, bulls and cows and also your disinfectant for general use.

B-K is used so successfully by leading breeders that it is now sold over the entire world and the demand for it has increased five hundred percent in three years. A well known breeder of registered stock says:

"B-K is of great value in douching cows which do not clean readily after calving. Have never known it to fail to bring all things right before the fourth day."

B-K is sold by dairy and farm supply houses, druggists, general stores, etc., everywhere. Dealers wanted everywhere.

Write us for more evidence from users and for our bulletin No. 52, "Contagious Abortion."

GENERAL LABORATORIES

3502 So. Dickinson St., Madison, Wis.

B-K-B-K-B-K-B-K-B-K-B-K-B-K-B-K



Keep Using
BUFFALO SHAVINGS

REASONS WHY

1. Pure White Pine
2. Deodorant
3. Absorbent
4. Cheap

Chas. A. Smith, 29 Broadway, N.Y.



TOP QUALITY

BALED SHAVINGS

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.

PIONEER
BALED SHAVINGS

BOTTOM PRICE

in so far as their members did not sign the Subscription orders or orders on dealers. It is the secretaries of the locals formed before that time, and whose members are not signed on the new cards and orders, who should act right away.

We are planning to send to secretaries the orders signed by members who retail their products. Secretaries will please see these members and get their dues and members who see this will greatly aid the secretary if they will see him and pay their dues. We know that each member desires to do his share and it is not fair to those whose dues are being sent in by the dealers to have others not paying. We are united in good work, let's play fair with each other.

NATIONAL FEDERATION ORGANIZED.

The representatives of some fifteen milk producers' organizations met at Washington, D. C., October 10, 1917 for the purpose of perfecting a National Association of milk producers. The meeting was interesting and of far-reaching importance. The N. E. M. P. A. was represented by President Frank W. Clark and after the purpose of the meeting was carried out he was elected a director of the National Federation.

In addition to the representatives of the producers' organizations there were several present from the National Bureau of Markets and State Agricultural Colleges.

An address was given by Mr. Roy C. Potts, of the Bureau of Markets, on the marketing of milk and Mr. C. W. Holman, of the Department of Food Administration spoke on co-operation and the necessity for such work. Mr. Lyman of the National Agricultural Organization Society spoke on the same subject and recommended that new farmers organizations should be established and those now existing advanced.

Arrangements having been made to meet Mr. Hoover, the National Food Administrator, a committee, consisting of Messrs. Campbell, Miller and Ingersoll, was appointed which called on Mr. Hoover and presented to him the conditions confronting the dairymen, as understood by them.

In his address to Mr. Hoover, Mr. Campbell called attention to the dairy industries and to the unsettled conditions in regard to the markets of whole milk in the larger cities of the country, to the importance of publication of the report of the Food Administrator on the cost of production of milk, and announced that all milk producers desired to show their loyalty to the Government, and to have prices conform to the finding of the Food Administration, and urged that the report be published at once or at an early date. Mr. Hoover made remarks in response, among which he mentioned his limited authority and that the report from the Food Administration on the cost of production of milk was not ready for publication, the cause being the complicated and great amount of work in compiling same and it was uncertain when it

This conference was held in the afternoon and in the evening the convention proceeded with the work of forming the Federation. On motion of Mr. Cooper, President of the New York Dairymen's League, it was voted that the Bureau of Markets be consulted and advised with.

Mr. Potts again addressed the meeting on the subject of further organization and it was voted that the associations represented adopt the present form of the National Milk Producers' Federation. Applications for membership were received from several associations and they were declared, on motion, to be elected.

At the meeting October 11, directors were elected and Mr. Cooper was elected first vice-president in place of Mr. G. W. Bush, resigned.

A committee was appointed to confer with the Department of Justice on the economic conditions of the dairy industry.

In the afternoon the meeting was addressed by Mr. Powell of the Food Administration, Mr. Campbell of the Federation and Mr. Nichols of the milk distributors.

At nine o'clock on the morning of October 12 a discussion of production and distribution was had and this was participated in by representatives of the producers and distributors. All suggestions were declined by the distributors and no suggestions were adopted by either party.

The meeting adjourned with the close of the afternoon session and the representatives expressed themselves, as well satisfied that a long forward step had been taken toward placing the dairy business in the position it deserves.

Officers of the National Milk Producers' Federation are: Pres., Milo D. Campbell, Coldwater, Mich.; 1st Vice-President, R. D. Cooper, Little Falls, N. Y.; 2d Vice-President, H. W. Ingersoll, Elyria, Ohio; Sec.-Treas., George Brown, Sycamore, Ill.

The directors consist of the officers named and the following: Thomas Holt, 450 Asylum Street, Hartford, Conn.; P. W. Willits, Pres. Interstate Milk Producers Association, Philadelphia, Pa.; J. D. Miller, Susquehanna, Penn.; Frank W. Clark, Pres., New England Milk Producers' Association, Boston, Mass.; K. A. Kilpatrick, County Agriculturist, Minneapolis, Minn.; P. B. Weisinger, Shelbyville, Ky.; W. J. Kittle, Suite 640-642, No. 29 South La Salle St., Chicago, Ill.; G. R. Rice, 1422 First National Bank Building, Massachusetts Agricultural College, Amherst, Mass.; J. H. Fransden, University of Nebraska, Lincoln Nebraska; W. B. Barney, Care Dairy and Food Commission, Des Moines, Iowa.

"I wish to thank you for your efforts from which I, as one, have received benefit.

A New Hampshire Member

"We wish to congratulate you on the work you are doing for the milk producers of New England."

A Mass. Member.

Mention the N. Eng. Dairyman when writing to advertisers.

Germ-X

AND

Antiseptic Wool Fat

NORTH STAR BRAND

Makes a great combination for healing and curing all kinds of sores on horses and cattle.

The most obstinate cuts and infected skin troubles quickly respond to a combined treatment.

Use GERM X one ounce to one gallon of water for a cleansing wash and then apply

NORTH STAR ANTISEPTIC WOOL FAT

for a dressing. It has never yet failed.

Sample and books of instruction sent free on application.

North Star Chemical Works, Inc.

Lawrence, Mass.



"Quality in Feed is Economy in Feeding"

During this period of war prices scientific methods are absolutely essential to the success of any business. **UNION GRAINS** is not only the purest quality feed mixture that can be made, but it also represents the most scientific method of feeding milch COWS.

UNION GRAINS

P. R. Ziegler Company

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James Mfg. Co. Ft. Atkinson, Wis., Elmira, N. Y.
The "James Way" Barn Equipment.

Armstrong Cork & Ins. Co. Pittsburg, Pa.
Cork Brick for "Better Stall Floors."

D. H. Burrell & Co. Little Falls, N. Y.
"Simplex Pasteurizing Systems,"
Creamery & Milk Plant Apparatus.
B-L-K MILKERS

Minnetonka Co. Owatonna, Minn.
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Rotary Fillers and Cappers.

Nickels & Todsen New York, N. Y.
"Tor" Swedish Cream Separators.

North Star Chemical Works..... Lawrence, Mass.
"Germ-X" Chemical Sterilizer.

Equipment and supplies for milk plants,
Creameries, dairies and stock barns.
Specialists at your service.

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XACTLY WHAT

YOU WANT

ZEAL IN SERVICE

A Complete Line of DAIRY, CREAMERY AND FARM EQUIPMENT

HENRY E. WRIGHT & SONS, Incorporated

12 SOUTH MARKET STREET, BOSTON, MASS.

18 LONSDALE STREET, PROVIDENCE, R. I.

AT LAST--Your Milk Problem Solved

You Can NOW Feed ANY Cow the Right Feed
to Meet HER INDIVIDUAL Need



Dairy farmers and breeders have been urging us for some time, and particularly of late, to give them an ideal, high protein mixture to be used with SCHUMACHER FEED — the old reliable, ideal carbohydrate feed. They wanted a ration that would better meet the INDIVIDUAL NEEDS of their dairy cows — that would eliminate labor and guess-work of home-mixing — that had as great a variety in its protein content as we have in the variety of carbohydrates in SCHUMACHER FEED.

We are pleased to announce that after much scientific research, backed by exhaustive practical tests, we have produced a most remarkable, high protein feed in our BIG "Q" DAIRY RATION. It is as much superior to other protein mixtures as SCHUMACHER FEED is superior as a carbohydrate feed. In addition, by feeding these two feeds in combination, we have given to dairy-men the most simple, easy-to-feed ration possible to compound — one that will not only produce exceptional results in the pail, maintain the best physical condition in their cows, but save a lot of time and labor and relieve them of all guess-work incident to mixing their own. With



Protein 21%
Fat 6%
Carbohydrates 50.0%
Fiber 10.5%

Digestible Protein, 18.5%
Total Digestible Nutrients, 78
Therms 79, by the Kellner method

High Quality
High Digestibility

SCHUMACHER FEED AND BIG "Q" DAIRY RATION

fed in combination, you can easily and quickly proportion the amount of protein and carbohydrate content to suit the individual requirements of all your cows. BIG "Q" DAIRY RATION is the result of new thought and new feeding knowledge, which have eliminated the shortcomings of old time feed formulas and feeding ideas. It is a result of extended actual tests in order to eliminate all guesswork as to results. It is first, last and all the time a quality feed, combining the five essentials of an ideal protein mixture, i. e., PALATABILITY, DIGESTIBILITY, NUTRITION, VARIETY and BULK. Its analysis shows digestible protein 18.5%, total digestible nutrients, 78%.

SCHUMACHER FEED needs no introduction. It has proved its merit time and again and has to its credit (fed with high protein concentrates) more world's champion milk and butter records than any other feed. It is a highly scientific combination of the by-products of corn, oats, barley and wheat, which give it that necessary variety of grains so important in either a protein feed or a carbohydrate feed. It is particularly PALATABLE, NUTRITIOUS, DIGESTIBLE and furnishes vigorous VITALITY for both physical stamina and heavy milk production.

SCHUMACHER FEEDING PLAN SUGGESTIONS

To Dry Cows { 4 parts Schumacher Feed
 { 1 part Big "Q" Dairy Ration
General Herd Ration with { 1 part Schumacher Feed
 { 1 part Big "Q" Dairy Ration
 Ensilage or Roots

To Fresh Cows with Green Feed { 2 parts Schumacher Feed
 { 1 part Big "Q" Dairy Ration
Test Ration { 1 part Schumacher Feed
 { 2 parts Big "Q" Dairy Ration

(Increase Big "Q" Dairy Ration if cow can handle more protein without bad effects.)

You will find in these two wonderful result producing feeds, that ideal combination of a variety of proteins and variety of carbohydrates you have been wanting—looking for—wishing for—a long time. Go to your dealer, get a supply, and let your cows prove for you all and more than we are able to tell you in this advertisements.

If you can't get Big "Q"—the following rations are the next best—choose the one which most nearly fills your requirements.

A.
4 parts Schumacher Feed
1 part Bran
2 parts Gluten Feed
1 part Cottonseed Meal

B.
4 parts Schumacher Feed
1 part Cottonseed Meal
1 " Gluten Feed
1 " Linseed Meal
1 " Bran

C.
9 parts Schumacher Feed
2 " Distillers' Grs.
2 " Cottonseed Meal
3 " Bran
3 " Gluten Feed
1 part Linseed Meal

The Quaker Oats Company, - Boston, Mass.

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association

Volume 1. Number 9.

BOSTON, MASS., DECEMBER, 1917

50 Cents Per Year

N. E. M. P. A.

It has brought together the biggest and best co-operative marketing organization ever established in New England.

It has created a system under which farmers set a price on their product.

It has added not less than two million dollars to the milk checks of the New England farmers in the last eight months.

It has awakened the "get-together" spirit among dairymen, aroused their hope for better things and kept thousands of cows on New England farms.

It has caused the true state of the dairy industry to be known and appreciated.

It has co-operated with similar bodies in the organization of a National Milk Producers Association.

It has set out clearly just what is charged against every farmers milk check and what it is for.

It has stopped the milk "register" system, and the charge for hauling where milk was not hauled.

It has brought about the establishment of a regional milk commission, whose decisions will bind the dealers, thus doing away with the possibility of strikes or lockouts.

It has collected bills, sold butter and cheese, established credits and done innumerable small things to help dairymen.

WHAT NEXT

It must reduce excessive and oppressive country costs other than freight.

It must create a system of testing not in the control of the buyers of milk.

It must establish a credit system among dealers to avoid loss through bad bills.

It must create a system of prices as between cities that will do away with present discriminations.

It must build up a distributing system owned by producers whereby they will be able to put their milk on the market without the intervention of middlemen.

It must be spokesman for the dairy farmer, ready to fight for a fair and reasonable price.

It must provide ways to reduce cost of production through co-operative buying, better breeding and feeding.

It must advertise and promote the sale and use of milk and its products.

It must strengthen its membership to include every milk producer in New England who sells dairy products of any kind.

PRICES FIXED U. S. Authorities Appoint Regional Milk Board

Pledge Farmers Cost Plus Reasonable Profits

N E M P A Represents Producers

The price to be received by producers for milk and the price to be paid by consumers for milk will be decided for the months of November, December, January, February and March by a regional milk board on which will sit a member selected by the NEMPA, one selected by the milk dealers of New England and the remainder selected by the National Food Administration.

The control of the milk situation is hereby removed from the Massachusetts authorities and becomes a matter of National regulation, with the Association representing the producers. This commission will be appointed immediately, will hold hearings during the month of December in Boston and announce price schedules before the 1st of January. The large dealers and the Association of Independent dealers have signed an agreement to be bound by the findings of this Commission in respect to price and other things. It is the understanding that the commission shall award to producers cost plus a reasonable profit in making milk for New England markets and that it will assist in every possible way the co-operative movement among New England farmers in reducing both buying and selling costs.

The NEMPA has nominated for its member of the commission either Hon. John S. Murdock, Providence, R. I., Herbert Myrick, Springfield, Mass. or E. H. Wason, Nashua, N. H.

After eight months of the most strenuous effort and as a result of the protests filed by the NEMPA against the arbitrary assumption of Massachusetts authorities who set the price that farmers in other states should receive for their products in Massachusetts markets, the foregoing solution of the milk problem has been reached.

The New England regional milk commission will not take original jurisdiction in the matter but will investigate and determine the reasonableness of demands made by the farmers of New England for their dairy products. This commission will constitute a sort of court before whom we may go and prove our case and having proved it the dealers are bound by the findings of the court. The same plan will be put into effect in Chicago and New York. It is devised largely as a War measure to avoid the possibility of strikes or lockouts. It is the express purpose of these milk boards to award to the farmers, and assist them in getting a price for milk, that will keep the dairy herds on the farms. The production of animal fats is one of the greatest problems in the country today. New England with her millions of people employed in manufacturing enterprises absolutely essential to the proper continuance of the War, must depend on the production of milk within her own borders. Any act that will destroy or material decrease the milk supply of New England is regarded by the federal authorities as little less than a calamity. They are therefore ready to co-operate with the farmers in the attempt to put dairying here on a paying basis.

The NEMPA feels that in the appointment of this commission a tremendous step in advance has been taken and will give its solid support to this movement.

It is now up to the Association to represent the dairy industry in the hearings. To do so properly will require a tremendous amount of preliminary work, the collection of an immense amount of material and the arrangement and preparation of the case. Already lists of questions have been prepared for circulation

MILK COMMISSION APPOINTED.

Washington, Dec. 3.—The food administration announced tonight the membership of the federal milk commission to adjust the question of milk prices in the territory supplying the city of Boston.

The personnel of the commission comprises; George F. Morris, Lancaster, N. H.; E. S. Bringham, St. Albans, Vt.; Robert Winsor, Boston; A. Lawrence Lowell, Cambridge; Joseph B. Russell, Boston; Philip R. Allen, Boston; J. Frank O'Hare, Boston; Frederick S. Snyder, Boston; James O. Jordan, Boston; J. S. Murdock, Rhode Island, and Robert M. Scoville, Connecticut. One more name will be announced later.

among farmers and others and arrangements made for the calling of witnesses, taking of affidavits and such other work as may be required.

If ever there was a time when the farmers of New England need to get together for "a long pull and a strong pull and a pull all together," it is right now. The opportunity which we have sought for years is now within our grasp. We simply must get together to take advantage of it.

As a preliminary condition to the appointment of the regional milk commission the Federal Food Administration insists that prices to the consumer should not be raised pending its investigation and award. The dealers made the strongest possible representations that under the prevailing schedule of selling prices they could not pay to the farmers for the months of November and December the prices found justified by the Massachusetts Food Administrator. The same representations were made with relation to the markets in Chicago and New York. The Food Administration asked that the farmers accept 1-2c. per quart less for these months as a temporary arrangement with the understanding that if it were found that they were justifi-

fied in their demands for these months they would be awarded enough in the following three months to make up for what they should have had in November and December.

It is further understood that when the awards are made the regional commission will get behind the movement for selling milk at the prices named, that they will do whatever possible to create and maintain a market for all the milk New England makes. The publication of the facts backed up by the prestige of this commission will in our judgment create great public confidence. When the people know that the payment of a certain price is essential to the maintenance of the milk supply they will be ready and willing to pay that price. It will help mightily, to have the costs of distribution under federal control. The public will know that what they pay represents no more than a reasonable charge for the production and distribution of milk. Under such circumstances the future looks promising indeed for the industry.

The milk producers of New England have reason to congratulate themselves that they got together under a compact organization at the time they did. Every dairyman not now enrolled ought to become a member of the organization, that has through its own effort added to the price at which milk has sold during the past eight months, no less than \$2,000,000 more than would otherwise have been paid and has brought about a condition under which, with the backing of the strongest possible power, the dairy industry is to be put on a basis of cost plus a reasonable profit, if co-operative organization backed by government authority can do it.

REASONS WHY.

Feeling that there would be a great deal of dissatisfaction with the action of the Committee of the Association that went to Washington to arrange for the permanent price arbitration board because it consented to a reduction of 1-2 cent per quart for November and December from the prices demanded and found justified by Massachusetts authorities, we asked Attorney Hoar to prepare a short statement of the reasons for such action. Here is the statement.

The 7 1-2 Cent November Rate.

We have been asked for a short specific answer as to why, at our conference in Washington we agreed to a reduction from 8 cents to 7 1-2 cents a quart for November milk.

In the first place, there wasn't a reduction from 8 cents. Mr. Endicott never ordered the dealers to pay us 8 cents; he merely ruled that 8 cents was not unreasonable for us to charge if we could get it. Such dealers as promised us 8 cents now claim with some justice: (a) that this rate was conditional on our getting all the dealers in; and (b) that this rate was a part of a three sided price agreement between the producers, the consumers, and the State Food Administration, and that this agreement was broken by the Food

Administration by the establishment of the 10-cent milk-depots, thereby releasing all parties from the agreement.

In the second place, there wasn't a reduction to 7 1-2 cents. We merely agreed to accept 7 1-2 cents as a tentative basis for adjustment. If the Federal Commission finds, as it undoubtedly will, that 7 1-2 cents is too low to give us a fair profit, and awards us 8, 8 1-2, or 9 cents, we shall be allowed to recoup the difference.

In the third place, this temporary adoption of the 7 1-2 cent rate was the only condition on which we could secure Federal intervention, to provide for cost plus a fair profit from Nov. 1 to Apr. 1.

In the fourth place, we could not refuse Mr. Hoover's offer without alienating the public support which we have heretofore enjoyed. Now, no matter how high the price of milk is forced, the public cannot blame us. We have secured immunity from attack.

To sum up. The arrangement which we made guarantees us a minimum of 7 1-2 cents without the necessity of an expensive strike or legal proceedings, whereas the dealers might have forced us down to 7 and lost us the public confidence as well. Furthermore, it guarantees us a fair profit on all our sales from Nov. 1 to Apr. 1. Finally, all the dealers are for the first time forced under a common system of dealing with us.

(Signed).

ROGER SHERMAN HOAR.

No great movement can be one uninterrupted series of victories. This temporary recession in price is the first serious interruption of the forward march in the price for milk. It is the first time we have given up ground gained since the Association was organized. The reasons for the move are clearly stated by Attorney Hoar. Under the pressure of all the power of Government, with the promise of full restoration if we can prove ourselves entitled to restoration, and as a reward for temporary retreat in price, the accomplishment of plans and policies with government support and backing which otherwise might have taken many months and much money to achieve, we believe the temporary recession was justified. From now on we will have all the strength and force and authority and prestige of National authority back of us in a fight for cost plus profit in making milk for New England markets. It was worth a temporary concession to get this backing, to get all the dealers in greater Boston lined up on a uniform business basis without forcing a strike, to get an undisputed plan of price making on the basis of cost plus reasonable profit, in short to put the most powerful agencies in America squarely behind the N. E. M. P. A. in its fight to make dairying in New England pay. In the face of similar concessions all over the country, New England could hardly afford to stand alone or to sacrifice all that is gained by this agreement for the sake of a discount, that we will be able to get

back later without a fight, and fight to carry out our more important plans of development that will require favorable legislation and public support.

Prices for November and December Fixed by Agreement With U.S. Food Administration, Subject to Upward Revision if Justified.

SCHEDULE A.

In effect November 1, 1917.

(Inter-state Schedule.)

Price of Massachusetts Standard Milk at Country Railroad Stations. OUTSIDE of Massachusetts.

3.5 Test.

Miles	Per 8 1/2 Qt. Can	Per 2 1/4 Qt. Can	Per 40 Qt. Can	Per Cwt.
	Shipped	Shipped	Shipped	Shipped
	In 8 1/2 Qt. Cans	In 2 1/4 Qt. Cans	In 40 Qt. Cans	In 40 Qt. Cans
41- 60	\$.557	\$1.421	\$2.691	\$3.128
61- 80	.548	1.399	2.652	3.083
81-100	.539	1.383	2.623	3.049
101-120	.534	1.371	2.603	3.026
121-140	.530	1.365	2.592	3.013
141-160	.525	1.355	2.574	2.992
161-180	.515	1.332	2.533	2.945
181-200	.513	1.329	2.529	2.939
201-220	.508	1.316	2.505	2.912
221-240	.504	1.311	2.498	2.904
241-260	.501	1.303	2.483	2.886
261-280	.497	1.295	2.468	2.869

SCHEDULE B.

In effect November 1, 1917.

(Intra-state Schedule.)

Price of Massachusetts Standard Milk at Country Railroad Stations. WITHIN Massachusetts.

3.5 test.

Miles	Per 8 1/2 Qt. Can	Per 10 Qt. Can	Per 2 1/4 Qt. Can	Per 40 Qt. Can
	Shipped	Shipped	Shipped	Shipped
	In 8 1/2 Qt. Cans	In 10 Qt. Cans	In 2 1/4 Qt. Cans	In 40 Qt. Cans
1- 20	\$.683	\$.804	\$1.709	\$3.218
21- 40	.636	.748	1.589	2.993
41- 60	.571	.672	1.429	2.691
61- 80	.563	.663	1.409	2.652
81-100	.557	.655	1.393	2.623
101-120	.552	.650	1.382	2.603
121-140	.550	.648	1.376	2.592
141-160	.546	.643	1.367	2.574
161-180	.537	.633	1.345	2.533
181-200	.537	.632	1.343	2.529

Wherever milk is bought by weight and test, the above prices apply to 3.5% milk and the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% butter fat and deduct 4c per Cwt. for every 0.1 of 1% below 3.5% butter fat.

Wherever milk can be accepted at the railroad station in cans owned by the producer, dealer will pay a premium of 2.3c per Cwt.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

CALL FOR ANNUAL MEETING

President and Secretaries---Attention!

Two vitally important things demand immediate attention. The By-Laws provide that the annual meetings of the local associations shall be held in January. These are followed in February by the meetings of the county associations. On the last Thursday in February the annual meeting of the central association is to be held in Boston.

The local is represented in the county association by its president, for the first 20 members, and by an additional delegate for each additional 20 members or major fraction thereof.

The central association consists of a representative from each county association, who may be the president or other delegate elected by the county, or their alternates.

Elect Strong Officers.

These representatives form, in the central association, the governing body of the NEMPA. The county representatives from each state elect the member of the board of directors from that state.

The president or delegate from the local may become the county president, a member of the board of directors or be elected to any office in the NEMPA. The local should elect the strongest men possible for its officers and delegates.

The work of the NEMPA for the next year will be outlined at the annual meeting of the central association, February 28, and plans for carrying it out will be made. The choice of representatives is the most important before the members. Its importance in relation to the welfare

of the Association and of every individual member must be self evident.

Arrange a Rally Day.

Make your annual meeting a great rally day for dairymen in your section. It is of the utmost importance that officers and members unite to do this. Do not allow it to be simply a gathering of a faithful few to elect a president and secretary. Make a great effort to get out the men who do not now belong to your local.

Get a speaker, if possible, who is familiar with the work of the Association and the needs of the dairy industry.

We are having posters printed to send to all secretaries to advertise the meetings and cards and orders will be sent.

Membership Cards and Orders.

The life and work of the Association are dependent upon the live members. We have been trying to impress upon the officers by statements in these columns, and in letters, the vital necessity of getting all members who enrolled before June 1 signed up on the new form of membership agreement and on a dues order.

Many locals have nearly all theirs signed up while others have not signed any. We assume that these locals are awaiting the annual meeting to attend to this. This failure to get the membership changed over onto the new basis made necessary by incorporating the Association has been a serious handicap in the negotiation of price and other matters. The dealers judge our strength by the list of members presented to them for payment of dues. When not half the members selling to a dealer have signed the order on him he naturally fails to appreciate the actual membership. The sooner members realize this and officers get them properly enrolled the greater will be the results attained by the NEMPA. If any member is inclined to disparage the results he must understand that achievements would have been even greater had all locals backed us up as many have.

Get every member possible signed up on an order on dealer at once. Don't wait for the annual meeting. These orders should be in at the earliest possible moment. Do the best you can to get them now and get the others at the annual meeting. The continued success of the Association as an efficient agent of the milk producers of New England must be assured. This can be done only by the united strength and financial backing of all milk producers.

With these vital points in mind call your meeting and do all that is possible to get out a big attendance and get results in membership, both old and new.

Following is a list of Presidents of County Associations. After the annual meeting of the local, all local presidents must get in touch with the president of the county association and find out where and when the county meeting will be held. Remember, he cannot notify you as he will not know who has been elected until given the information.

PRESIDENTS OF COUNTY ASSOCIATIONS.

Maine.

Androscoggin County
Dr. John A. Ness, Auburn, Me.
Cumberland County
J. P. Buckley, Stroudwater, Me.
Franklin County
S. J. Luce, Farmington, Me.
Kennebec County
Geo. Wheeler, Waterville, Me., R. D. No. 37.
Knox County
Ralph W. Cripps, Camden, Me.
Lincoln County
Geo. C. Erskine, Alna, Me.
Oxford County
G. W. Q. Perham, Bryant's Pond, Me.

Penobscot County
F. A. Potter, Oldtown, Me.
Piscataquis County
Geo. B. Dow, Dover, Me.
Sagadahoc County
Frederick Wright, Bath, Me.
Somerset County
J. E. McMichael, Pittsfield, Me.
Waldo County
Edward Evans, Belfast, Me.
York County
Edgar L. Smith, Waterboro, Me.

New Hampshire.

Belknap County
H. N. Sanborn, Lakeport, N. H.
Carroll County
W. S. Chase, Sanbornville, N. H.
Cheshire County
W. G. Reed, Westmoreland Depot, N. H.
Coos County
Bert J. Howe, Lancaster, N. H.
Lower Grafton County
Ransom S. Cross, Enfield, N. H.
Upper Grafton County
F. E. Gorham, So. Newbury, Vt.
Hillsboro County
Stanley Abbott, Wilton, N. H.
Merrimack County
Geo. W. Lake, No. Chichester, N. H.
Rockingham County
H. N. Sawyer, Haverhill, Mass., R. D. No. 2.
Strafford County
W. D. F. Hayden, Dover, N. H.
Sullivan County
L. P. Cross, Claremont, N. H., R. D. No. 3.

Vermont.

Addison County
Carl O. Church, Whiting, Vt.
Bennington County
James Bebee, Dorset, Vt.
Caledonia County
W. P. Russell, Lyndonville, Vt.
Chittenden County
Frank W. Clark, Williston, Vt.
Franklin County
W. G. Fassett, Enosburg Falls, Vt.
Lamoille County
Geo. H. Terrill, Morrisville, Vt.
Orleans County
E. S. Kelley, Orleans, Vt.
Rutland County
Hexpan Stannard, Fair Haven, Vt.
Washington County
Mark H. Moody, Waterbury, Vt.
Windham County
Henry Frost, E. Putney, Vt.
Windsor County (Lower)
A. E. Ormsby, Cavendish, Vt.
Windsor County (Upper)
F. W. Howland, So. Royalston, Vt.

Massachusetts.

Bristol County
Elmer M. Poole, No. Dartmouth, Mass.
Essex County
Chauncey Gleason,
Haverhill, Mass., R. D. No. 1.
Franklin County
Montville L. Crafts, Whately, Mass.
Hampden County
H. S. Ashley, East Longmeadow, Mass.
Hampshire County
R. H. Clapp, Easthampton, Mass.
Middlesex County
E. P. Wilcox, Littleton, Mass.
Plymouth County
Geo. A. Sylvester, W. Bridgewater, Mass.
Worcester County
C. E. Walcott, Barre Plains, Mass.

Connecticut.

Tolland County
F. E. Clark, Amston, Conn.
Windham County
J. E. Elliot, Wauregan, Conn.
Eastern New York, Boston District
Dr. Geo. R. Little, Schaghticoke, N. Y.

MAINE DAIRY MEETING.

The annual meeting of the "Maine Dairymen's Association" will be held this year in conjunction with the "Maine Seed Improvement Association" and the "Maine Live Stock Breeders' Association" in a four days' convention at Newport, Maine, December 4-8.

Liberal premiums for dairy products, seeds, grains and farm crops will be offered and also for the first time this year good premiums are offered for boys' and girls' club work and also for boys' and girls' judging contests. The citizens of Newport have generously thrown open their homes for the free entertainment of 100 boys and girls from noon-Thursday, December 6th to noon Friday, December 7th.

There will be in addition to the exhibits as above a good line of farm and dairy equipment shown. The Extension Service of the College of Agriculture, the Experiment Station and the Department of Agriculture will also have instructive exhibits. Following is the program for Dairymen's Day.

Friday, December 7.

Herbert M. Tucker, Presiding Officer.
8.30 A. M.

Business Meeting.

President's Annual Address,
Herbert M. Tucker, Augusta.
Report of Secretary,
Brooks Brown, Augusta.
Report of Treasurer,
Frank S. Adams, Augusta.
Appointment of Committees.
Election of Officers.
Introduction of Business.

10.00 A. M.

Address, "Dairy Cow Feeds That Can Best Be Grown in Maine,"
Prof. George E. Simmons, Orono.

Discussion, opened by A. L. Deering, Augusta.

11.00 A. M.

Address, "The Individual Cow,"

George M. Putnam, Contoocook, N. H.

Discussion, opened by Alton S. Pope, Manchester.

Friday Afternoon.

1.30 P. M.

Address, "The Elements of Success in Dairying," E. C. Patten, Topsham, Maine.

Discussion, opened by A. E. Hodges, Fairfield.

2.15 P. M.

Address, "Variations in Milk and Cream Tests," C. S. Thompson, Dairy Division, U. S. Department of Agriculture.

Discussion.

3.00 P. M.

Address, "Some of the Most Important Features of Dairy Inspection," Dr. James O. Jordan, Bureau of Milk Inspection, Boston.

Discussion, opened by A. B. Andrews, City Milk Inspector, Auburn.

3.45 P. M.

Address, "Report on Breeding Investigation as Conducted by Dr. Raymond Pearl," Maine Experiment Station, Orono.

Friday Evening.

7.30 P. M.

Address, "What the New England Milk Producers' Association Has Accomplished in New England," Richard Pattee, Sec. N. E. M. P. A., Boston.

8.30 P. M.

Address, "What the New England Milk Producers' Association Means to Maine Dairymen," L. E. McIntire, Member of the Executive Board, East Waterford. Discussion, opened by Frank S. Adams, Vice-Pres. N. E. M. P. A., Augusta.

Report of Committees.

Unfinished Business.

A BUSINESS FAILURE.

Item from Manchester, N. H., paper:

Robert C. Laing was appointed trustee in bankruptcy of the Pulpit Farm Dairy company under \$5,000 bonds, after a hearing in the county court house.

A large number of creditors attended the hearing, several coming from Massachusetts and Vermont.

The liabilities of the company are placed at \$60,000 with assets unknown.

The N. E. M. P. A. understands an arrangement was made with the farmers to continue the shipment of milk to Pulpit Farm in the hope to continue the business as a going concern and realize on its assets.

This incident illustrates the need of a different credit system for the protection of milk producers. The plan on which NEMPA has spent much time, of requiring all milk buyers to file bonds with the Association, should be carried out as early as possible. Any buyer so weak financially that he cannot furnish a bond is unsafe as a buyer and any dealer who can furnish a bond should be glad to establish his credit by so doing. A list of such accredited dealers should be published monthly in the Dairyman and the milk of members should be sold to such dealers only.

THE New England Dairyman

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in Behalf of and for the Benefit of the
Members of the Organization

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Vice-President, Frank S. Adams
Secretary, Richard Pattee
Treasurer, E. P. Wilcox
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Dr. George R. Little, New York

Entered as second-class matter, July 30,
1917, at the postoffice at Boston, Massachu-
setts, under the Act of March 3, 1879.

CUT PRICES.

The attention of all producers is especially directed to the agreement signed by Pres. Clark and General Council Hoar under which prices for November and December are dropped one-half cent per quart pending investigation with the promise of recoupment later if found justified. There can be little question that such recoupment will be found justified, and it will be up to the proposed Milk Board to arrange higher prices later to cover present deficits. I regret that I was too ill to attend the Washington conference. My personal opinion is, that a cut in prices to the farmers during these months is absolutely wrong. I regret that it seemed necessary to accept such an arrangement. I yield my personal views to those of the committee, whose judgment was based on knowledge one not present could not have. These men were authorized to act. I do not question their wisdom much as I regret the outcome. It was doubtless better for all that a temporary concession be made rather than in war time fight out the issue by a milk strike in New England.

Personally, however, I believe the time is very near at hand when the organized farmers of New England should assert their rights as well as prove them. We have shown every possible consideration for every other interest. We have been investigated and reinvestigated and have justified every demand we have ever made. We stand ready to act with others for the public good at any sacrifice necessary. We welcome the establishment of a great Government board before whom we can appear and prove our case. But I do not believe that our case should be judged before it is heard. I do not believe we should be asked to bear any part of the burden of a market situation we did not create but did all in our power to avert. Because dealers among themselves created a situation under which they could not pay our price is no reason why we should recede from our price. They who take milk should pay for it at the

price agreed on though they sold it at less than cost or even gave it away. The time must and can and shall, if the farmers stand together, come and come quickly when dealers will realize that business is business in buying milk. Public authorities have no right to ask us to sacrifice our property, the support for our families, in order that dealers in our products shall fatten on profits. Costs are higher and higher, and a lower price threatens the industry. Cows will go if prices drop. Poor cows should go at once. The only way a milk supply can be maintained is by making it pay to make milk.

The expected adjustment of prices on a "cost plus profit" basis is absolutely right. We are willing to prove to competent disinterested parties what cost plus profit is. Backed by such authority as the proposed board a price to the public can, I believe, be made at which both farmer and dealer can live in making and handling milk. The New England Milk Producers' Association will never get anywhere by being a namby-pamby-kid-glove-grand-motherly organization. Business is a fight for advantage in the markets of the world. In that fight we must give and take. It won't do to go too far or too fast but it won't do to get frightened every time the other fellow doubles up his fist. The organized farmer has power he little dreams of. Let him be wise and reasonable but fearless and aggressive and he can go far to make farming pay and farm life worth living. Compromise, as in this case, when he must step backward, as now, to avoid a blow but always let seeming retreat be but a maneuver for better position from which to strike harder and more effectively. In this view, with confidence in the wisdom of our leaders, who knew conditions, let us accept and act on their judgement and back them to the limit in their fight for better things. And above all let's show to all that having proven we were right we are not afraid, if necessary, to fight.

R. PATTEE.

FINANCIAL RESPONSIBILITY.

No single thing would wreck any movement so quickly as the loss of confidence in its financial management. Farmers who work long hours for small pay, in all sorts of weather, to whom every dollar counts, are entitled to know what use is made of what they put into any organization to which they belong. The N. E. M. P. A. is a business institution, run on business principles at as low cost as is possible. Every cent of its income is received by employees under bond and after entry on the books is paid to the treasurer who is under bond. The cashier is bonded for \$5000.00. The Secretary-Manager for \$5000.00 and the Treasurer for \$10,000. The payments are divided so as to show what is spent for the various departments of the work and at the end of the year after an audit is made, a complete statement will be mailed to every member showing exactly how every cent was

spent. The books are open at all times to the examination of any member and every effort is made to put things in such shape that anyone may know just what is done with the income.

Members should understand that this is the hardest year to finance. It costs to organize, it costs to equip the office, it costs to keep up the correspondence, it costs to organize and run Market Committees in smaller cities, it costs to call the Directors to Boston again and again, as has had to be done. Like any new enterprise the first costs have been bigger than the next year should call for. But measured in results, the cash return has been dollars for every cent invested and far more important results than price have been accomplished in the complete reformation of the business, in equalizing and systematizing prices and conditions and in opening the way to a program of dairy development for New England.

All these things cost money and hard work. The members are entitled to know, and will know, where every cent came from and went to, that has been handled by the N. E. M. P. A. Every person who handles a cent is under heavy bonds. This organization is safe and sane financially and as a business proposition.

N. E. M. P. A. POLICY.

Under the heading "MILK DEALERS TAKE LION'S SHARE," Professor J. W. Sanborn of New Hampshire, in a recent issue of the New England Homestead, discussed at some length the differences between the increase in prices farmers received for milk during the past year and the increase in price at which that milk is sold by the dealers to the consumers, showing that the dealers had raised the price to the consumers away out of proportion to the increase paid the farmers. By inference the article is a criticism of the N. E. M. P. A. for not getting for the farmers a larger proportion of the increased price paid by consumers.

Without questioning the figures, which are in our judgment not entirely correct, and while admitting that what the farmer could get depends on what the consumers pay, we especially call the attention of producers to the fact that the N. E. M. P. A. is not in collusion with milk dealers to advance prices to the consumer and divide the plunder. It is not the purpose of our organization to collect from the consuming public any more than such price as will enable us to make a fair and reasonable profit in the production of milk. In fact, our efforts should be to keep down the price to the consumer in order to increase the use of milk. It is to our advantage that the consumers' price be as low as will permit milk to be raised and handled. If the dealers extort from the public an unfair price it is up to the farmers to organize a marketing system under which, after paying ourselves a fair price for milk we can distribute it to the public at the lowest possible figure. We do not question that the

dealers have taken advantage of the increase paid the farmers to charge the consumers an altogether disproportionate increase. The N. E. M. P. A. does not set the price at which the milk of its members shall be resold; it does set the price at which the milk of its members is bought by the dealers. Its effort will be to get for the farmers what they ought to have and to protect the consumer against extortion in prices. Its efforts will not be to raise the prices to the public to the very breaking point and then quarrel with the dealers as to how much of the raise each shall have.

CO-OPERATIVE BUYING.

Plans for the co-operative purchase of grain, seeds, and fertilizers have been perfected by a special committee of the Eastern States Agricultural Movement with headquarters at Springfield. This committee headed by Walter B. Farmer of Rockingham County, N. H., has worked out a plan in conjunction with experts from the federal and state departments of Agriculture. Details of the plan cannot be published at this time. In general, however, it provides for the incorporation of a mammoth buying agency under the special act of the Massachusetts Legislature, through which the N. E. M. P. A. was incorporated. This buying corporation will be heavily financed and able to handle all of the products necessary on the cash basis. It will operate through recognized farm organizations, of which the N. E. M. P. A. is by far the largest, in point of membership, as to territory covered and as to business to be done through its agencies. Local units of the N. E. M. P. A. can under this buying plan become purchasing units. Already an expert, trained buyer is at work in the west among the producers, farmers organizations, and milling establishments, laying a foundation for large purchases in the immediate future. It is expected that detailed arrangements for handling the different products will be perfected by the first of the year and the system actually in operation early in January.

We believe the dairymen of New England will, through this movement, be able to save hundreds of thousands of dollars each month and reduce the cost of milk production. We believe it was a wise thing to join forces with the Eastern States movement in the organization of a separate buying agency under which we can combine the purchasing power of other groups of farmers and get the advantage of their strength. In any buying movement of this character the dairy interests will be the largest patrons and will dominate its business operations and management. Its success will be tremendously helpful to the co-operative business idea. This separate organization will not so tie it to the N. E. M. P. A. as to confuse or jeopardize the selling and buying functions. We congratulate the New England farmers on the prospective establishment of probably the best and most efficient buying movement in the country.

ADDRESS OF PRESIDENT CAMP-
BELL.

At a meeting of National Milk Producers' Federation, held at the Raleigh Hotel, Washington, D. C., October 10, 1917:

We are here today to form a complete and more perfect union, as did our fathers over at Philadelphia a hundred and forty-one years ago:

We have not come to fix or discuss prices that should be paid for milk in any part of this country, nor is such purpose any part of our progress.

But within our conceded rights, we may well consider the dangers that threaten our industry and the means to be taken for its preservation.

We have met at this time under the shadow of our Nation's Capitol, because here is centered the Nation's interest at this hour.

But we are not here to embarrass or obstruct an already over-burdened government, nor to criticise any of its departments or functionaries, who by service or in the performance of duty are aiding the government in its days of trial.

During the last six months our representatives in Congress have placed upon our shoulders an obligation of \$21,000,000,000, a sum equivalent to the cost of this government for the entire thirty-year period just past and twice the aggregate value of the Nation at the close of the Civil War.

This action has been necessary and has met the approval of a patriotic people. Billions of this vast amount were, with war haste directed toward munition factories, cantonments and a hundred manufacturing industries, that the Nation might arm, feed, clothe and equip a million or more soldiers to be called for our defense.

The immediate result was that labor, already in great demand, jumped to figures before unknown. The boys from the farm, not called to the colors, left the farm by tens of thousands for the cantonments under construction and for the great factories,

where wages unheard of before were being paid.

To keep help on the farm called for pay double that of two years ago, and if a canvass were to be made of the farms in this country today, it would find the great majority of farmers alone with their fields and chores.

Democracy, for which we are fighting, and public opinion, are quick to adapt themselves to conditions when known. The American people are for fair play, whether it be in Belgium, on the sea, or in the business affairs of every day life.

Unlike most industrial associations, the milk producers seek to take the consumers and the public into their confidence and to tell them all there is to the production of milk by the farmer and the conditions surrounding.

They are not under cover nor parading under gentlemen's agreements!

We want them to know how six millions of farmers, owning about 22,000,000 cows could not, if they would, form a trust. That the very nature of their business prevents it.

That the milk they produce is perishable and must be immediately used or manufactured.

That it is unlike wheat, corn, potatoes, or other produce, unlike the output of great manufacturing concerns, that can wait or seek a market at pleasure.

That the farmer with his cows is out away from the market, and that today's product will be valueless tomorrow unless disposed of.

That the farmer with his hundred pounds of milk, cannot deliver his own product, nor sell his individual milk to the consumer. It must be gathered along milk routes or at milk stations by dealers and collectors.

The distance of the milk producer from market and the perishable nature of his product are the unyielding conditions that do not exist with any other article of food or of trade in common use.

Because of this, there must be defensive co-operation of some kind

NOTICE TO MEMBERS.

If any member receiving this paper has not signed a Subscription Order for the Dairyman please cut out the Order below and mail it to the N. E. M. P. A., 26 Broad St., Boston, Mass. It costs you nothing additional as you have already paid, but signing the order is required by the Post Office Department.

SUBSCRIPTION ORDER

THE NEW ENGLAND DAIRYMAN

To the New England Milk Producers' Association:

I hereby subscribe for the New England Dairyman for one year, and 25 cents of the amount paid with my application for membership in the New England Milk Producers' Association is to be devoted to such subscription.

Date

Name

Address

Member of Local

THE HIGH PRICE OF VEGETABLES THE PAST
TWO YEARS WILL CONVINCe YOU THAT POTASH IS
NECESSARY TO GROW A FULL CROP.

We are in position now to book orders for this fall and winter delivery for mixed fertilizers, containing 4% Potash and to parties who are entitled to credit will sell on next fall terms. We have mixed fertilizers for all crops manufactured for us under our own brands. We can furnish you these goods for any crop you want and also other fertilizing materials such as Sheep Manure, Bone, Acid Phosphate, Nitrate of Soda, Hardwood Ashes, etc.

Send us a list of what you are going to be in want of and we will be glad to quote you.

Ross Bros. Co.

90-92 FRONT ST., WORCESTER, MASS.

If you do not receive our catalogue regularly, let us know and we will place your name on our mailing list for 1918.

Machine Milking

The object of a Milking machine is not simply to draw some of the milk. Almost any kind of a sucking or squeezing device will do that. A successful milker must continue to get ALL of the milk so that the milk-giving ability of the cow will be developed and the maximum yearly yield of the milk be obtained. A good milker must be simple, easy to keep in order and to operate, and so constructed that the milk is kept free from dirt.

Every One of These Requirements
is Fully Met in the

B-L-K MILKER

The New York Agricultural Experiment Station at Geneva has used B-L-K Milkers continuously over ten years. The two largest registered Guernsey herds in the United States at the Anna Dean Farm, Barberton, Ohio, and the well-known Mixer Farm, Hardwick, Mass., including many test cows, are machine milked with the B-L-K, so is the noted Ayrshire herd of Mr. Arthur H. Sagendorph at Alta Crest Farm, Spencer, Mass. The B-L-K is the only partition type double unit (permitting records) milker on the market.

Guarantee

We will furnish a complete B-L-K Milker System and allow you a thirty days' FREE TRIAL of the same. If at the end of this trial period the machines have not milked the cows SATISFACTORILY TO YOU and our representative cannot make them milk the cows TO YOUR SATISFACTION the milker system may be returned to us. MAINE and NEW HAMPSHIRE Dairymen meet us at our usual exhibit at your state dairymen's association meeting, Newport, Me., December 4th-7th, or Laconia, N. H., December 19-21st. Agencies available in unassigned territory.

P. R. ZEIGLER CO., Boston, Mass.

Equipment and supplies for milk plants, creameries, dairies and stock barns.
New catalogue ready shortly.

among farmers who produce and sell milk, or there must continue to be merciless autocracy in its purchase, control and final disposition to consumers.

The farmer is merely asking for his place in the Sun. Not for a right to violate law, not to become an I. W. W., but to do only what has brought this country to its present industrial position among the nations of the earth, the right to organize. It is a matter of local, but not of common knowledge, that there is but one condensary in the same town. There are never two who are competitors. There is but one collector of milk for city delivery upon a route, never rivals.

If we were to visit the six millions of farms where milk is produced in this country, we would not find one in ten thousand of them upon more than a single milk route.

It matters not to what purpose the individual farmer would put his milk, he must prepare for that special purpose and for the market that comes to him. His farm becomes his manufacturing plant and he cannot, without expense and sacrifice, afford to change from one purpose to another.

If the condensary, or the dealer for city delivery, fixes a price that is inadequate, the lone producer must nevertheless accept the offer. He knows that there is no other milk route at his door, no other purchaser at the collecting station. He finds if perchance there be a creamery or cheese factory some miles away that they do not want his skimmed milk or whey and he has no machinery for separating milk, no pigs to feed and no housing or equipment for them.

The result of these hard and fast conditions upon this lone industry has fostered thousands of monopolies in the purchase of milk from the farmers that are beyond the reach of law and none of them competing with the others.

This being true, there has been no fixed or near market value for milk anywhere.

The great buying agencies have paid only what they pleased, one price here and another price but a few miles away. This was not a crime. It was but following one of the inevitable laws of business, that will continue to exist.

The day is not far gone when the daughter upon her marriage was given a parental God Speed and a cow, and with these she left the home of her youth for a new one, either here in the East, or to find a place in the unsettled West. The cow provided a goodly portion of the family sustenance, of nature's food, and has from that day to this. She was cared for before and after the day's work in the field was ended, and the labor was not counted as any part of the cost. The milk was cared for by the wife or children and was therefore without expense.

This same custom prevails today in the production of more than three-fourths of all the milk in this country.

For some years we have noted the

fast lessening cow population, the diminishing of herds and the increasing cost of beef.

This has not been because the farmer knew by scientific and accurate knowledge his exact loss in keeping cows, but from general results.

But now this has been found with approximate accuracy by painstaking investigations and by covering wide fields, thousands of cows and years of time.

And when that information shall be made public by the Food Administration of this country, as it will be soon, let us hope that the sense of fair play will be as ready to accord justice to the producer as it has been to criticize him for supposed extortion.

We learn from the public press and since this meeting was called, that several court procedures, in various parts of the country, have been started, threatening civil or criminal prosecution of farmers for associating together, and particularly for demanding an increased price for their milk.

I do not know the laws of the several states, nor am I conversant with the facts involved in these suits and therefore can but refer to conditions generally.

The present world war began three years ago in August. Two years passed and the dealer who bought the farmer's milk was paying him but the price of five years before.

In the meantime, beef on foot had gone from \$6 to \$15 per hundred, hogs from \$6 to \$16, corn from 70 cents per bushel to \$1.50, wheat from \$1.25 to \$2.40. Steel products, oil, machinery, merchandise generally, and labor had mounted skyward. Milk almost alone had remained stationary in price to the farmer who produced it.

I do not know what prices are asked by the farmers who are being sought for prosecution, but if they are beyond cost and a reasonable profit, in these days of world and national stress, they are inordinate.

The man or business that is not sufficiently patriotic in these days to accept for gain a reasonable profit added to actual cost is little better than the enemy in front.

The one great factor yet to be given in to the public in this problem is the cost of production. For long years milk has been produced in this country far below its cost and for the reasons outlined. The farmer could not know the cost of producing his own milk. A single farm with but one herd is too small a unit for investigation, and the farmer too busy to weigh and measure the items entering into the cost for a year or more.

It was only when his feeding crops failed, when corn, oats and mixed feeds had doubled in price, that he began to call for an increased price for the milk, which before had been an unknown loss to him. There is one underlying trade base that every fair mind in the world must accept, and that is, that every commodity is worth at least what it judiciously costs to produce it, plus a reasonable profit.

SAVINGS and INTEREST MAKE SUCCESS CERTAIN

Financial success may be attained in many ways, but there is no surer or safer method than by adding to your savings and thereby adding to the interest your dollars will earn.

Protection for every interest in the future depends upon what effort you make today. Present-day tension and uncertainty urges the necessity of saving and employing interest to make the future secure.

An extra effort to add to your bank account is both patriotic and prudent.

Business wisdom recommends a savings account for every one who wants insurance against want, worry and business depression.

Accounts of N. E. Dairymen and Farmers invited.

We are conveniently located and offer the best banking facilities.

**MONEY
GOES ON INTEREST
FIRST DAY
OF EACH MONTH**

LIBERTY TRUST COMPANY

Cor. Court and Washington Sts., Boston, Mass.

Opposite the Old State House

Buy Now

LARRO-FEED is back on the market again and back to stay. We are now in a position to supply you with any quantity of this "WONDERFUL FEED THAT'S GUARANTEED" for quick delivery through your dealer. We urge our dairymen-friends to get in touch with their local feed dealers and place their orders at once for next year's dairy feed requirements.

Larro-feed



Those dairymen who have used this wonderful feed in the past will need no second invitation. We have been unable to take orders for LARRO-FEED for the past nine months because of our inability to secure all the necessary ingredients. During that time hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits this winter by ordering your supply of LARRO-FEED at once. Better see your dealer about it to-day.

THE LARROE MILLING CO.
3900 Gillespie Bldg., Detroit, Mich.

A Bee Flies In A Straight Line

And likewise, successful business judgment always takes the most direct route. A comparison no less true results from the use of



for dairymen the country over find that it produces results the same in quality as those obtained by efficient business methods.

They find that this cleaner not only cleans clean, but its use saves much time and labor. Its sweetening and freshening qualities, its easy and thorough rinsing nature and its harmless ingredients make it the most practical and economical cleaner obtainable.

Should you not be a user of Wyandotte Dairyman's Cleaner and Cleanser, why not give it a trial?

Your supply house will send you a barrel or keg with the understanding that it will prove to be and do all we claim for it, or cost you nothing.

Indian in Circle



In Every Package

IT CLEANS CLEAN

THE J. B. FORD CO.,

Sole Mfrs. WYANDOTTE, MICH.

Less than a year ago, when an army was to be raised to protect our shores, our families and property from the brutes across the sea, it was announced, that the farm boys would be exempted as a food necessity.

This seemed to be economically demanded, but it established an inequality that would have been unfair and un-American. The farm boys have gone to the camps in greater number and in greater proportion than from any other class of our people.

More of them have been found rugged and healthy, fit for service, because of their life in the open air. The public cannot fail to note the effect upon farms. The wage increase and lack of help must show itself in a higher cost of milk.

We are here to recognize the laws of State and Union and to uphold them whether good or bad, so long as they are over us.

We may question their interpretation at times and ask for judicial analysis and for the verdict of enlightened public opinion.

That we do now.

We ask why farmers under the circumstances, should be selected as the sole offenders against anti-trust laws of this country, because they have sought by co-operation to escape the oppression of the monopolies above them. Why have the men in overalls been selected for investigation and not the ones in gentlemen's attire?

This great government at this very hour is buying the farmers' milk for our soldiers, not from the farmers, but from the Milk Cannery Association of the United States. No one complains. No one should, for it is a necessity and patriotism excuses. The public has not even asked what profit this great combination is making between the farmer and the government.

But why, if the canners who buy the milk of that farmer can unite in selling, if they may agree upon a price, why not the farmers meet and talk over a price for their milk, if such a price be not unreasonable?

These farmers, isolated and away from their markets, have watched the great industries of the Nation grow from shops by the road side, to the partnership, on through the corporation and then by amalgamation into the great dominating factors of trade.

The entire process has been one of co-operation. But the six millions of milk producers, whose fields are separated, cannot thus join their forces and strength.

They read of the great steel factories cutting the price of their product in two and yet leaving them a profit. They find their clothing, groceries, tools and machinery mounting upward; their feed for cows more than double its former price and they well and justly inquire, why they alone are singled out for public execration, when their milk is going from the farm at much less than it costs them to produce it.

Why is it that the milk producer is expected to be on the one World Altruist?

In August of this year Mr. Hoover,

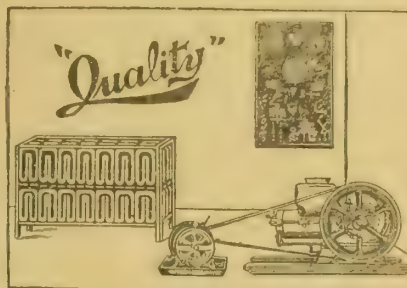
100% Successful Lighting



ECONOMICAL
ELECTRIC
FARM
LIGHTING

Perhaps you do not know how little it costs to install one of our outfits. Write us and we will give you an estimate.

The "QUALITY" System



There is no reason today that good, clear, safe electric lights cannot be had for your country home, store, dairy, barns or grounds. Our system is economical, gives you light When needed and Where needed. You can always have.

Light 24 Hours a Day

and the kind of light that makes your place "look different" from your neighbor's.

Over 250 Successful Plants Now in Operation in New England Alone

It will pay you well to send for our illustrated catalog E 56, showing you how others use THE "QUALITY" SYSTEM.

BRACKETT, SHAW & LUNT COMPANY

62 No. Washington St., Boston, Mass. Somersworth, N. H.



"Quality in Feed is Economy in Feeding"—

Therefore

feed—

UNION GRAINS

The First, the Purest, the Greatest Dairy Ration ever made.

Manufactured only by

THE UBIKO MILLING COMPANY
Cincinnati, Ohio

Boston Office, 73 Tremont Street

the Food Administrator, at the behest of public sentiment began an inquiry into the cost of milk production. Data was gathered from over the United States. It was gathered from wide, unprejudiced and dependable sources.

An eminent committee of specialists, persons known and of high reputation in the nation, were made members.

That committee will soon make its report. We do not know what it will contain, but of one thing we are sure, that, when made, the milk producers of the nation will show to the country their patriotism, by furnishing their surplus product at such cost as shall be found, plus a reasonable profit.

If that price cannot be given them, their fields must be turned into other uses; for there is no farm product that so enslaves the producer with grinding incessant labor and care as the production of milk.

We are here today, as we have been before, asking that the X-Ray of investigation be applied to our business, and we appeal for like open faced patriotism on the part of every other industry in this country.

WITH THE COUNTY AGENTS.

From a somewhat intimate knowledge of the work done in various sections of the country by the county agents I do not hesitate to assert that scarcely any work more valuable in conserving and upbuilding agriculture is being done than that accomplished by the county agents. They are almost without exception young men of energy, talent and tact. They are so of necessity, or they don't make good. The several that I value as personal acquaintances and the many I have met casually and observed at their work carry the courteous enthusiasm that makes success and they achieve a success that makes enthusiasm for improvement in the community where they are at work.

The N. E. M. P. A. is glad to give due credit to the great help of the county agents in arranging meetings for the men devoting their time to organizing local branches of the Association. While we believe that there was no more essential work for them to do for the benefit of the farmers where they were located, the way that they took hold was as gratifying to us as it was helpful. We did not ask in vain for information or assistance and found them ever ready to exert themselves and to use their personal influence to get meetings arranged and attended.

The work before the N. E. M. P. A. is something tremendous in its import and possibilities. To standardize and stabilize the production and marketing of the dairy products of New England is no small task, but it is the one to which the N. E. M. P. A. is resolutely committed. The purposes are well defined and the plans well laid. The opportunity is great—the need urgent. Every possible agency for the promotion of better dairying and the marketing of dairy products should be enlisted and we want the support of the county agents

in assisting the farmers and the assistance of the farmers for the work the county agents are so well situated to do. It must be a case of all working together.

We want the assistance, the suggestions and the criticism of the county agents. We realize that with their intimate knowledge of dairying conditions in their respective counties they can give us first hand information that we need and find it difficult to obtain.

We shall be glad to give space in this department to news and comments from county agents and earnestly desire that such be sent in. Now all speak at once; don't wait for the other fellow.

There is a saying that "The first shall be last and the last shall be first," or something to that effect, if we haven't our Scripture twisted.

York County is quite a ways down in the alphabet, even if it isn't far "down in Maine." We recently received the statement given below and gladly print it to show several things; among them being that the York County agent believes it is not best to be "backward about coming forward," that it is best to do your own boosting—not depend on some one to do it for you, and as an incentive to others to enthuse over their county.

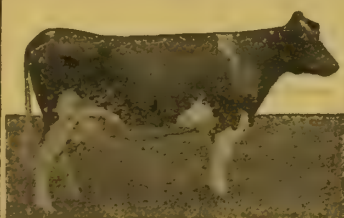
Pure Bred **HOLSTEINS**

Give the Largest
quantities
of the Best
milk
of any cows in the world

*Let us tell you about this
profitable breed.
Information is free—
We have nothing to sell.*



**THE HOLSTEIN-FRIESIAN
ASSOCIATION OF AMERICA**
Box 300 Brattleboro, Vermont



Jolie Topsie De Kol. H. F. 149723
Age 5-11-12 (City of Cleveland, Owner)
Semi-Official Year Test
29221.5 lbs., Milk 3.52% 1032.37 lbs. Fat

Year tests that Count

These wonderful semi-official records are only a few of a large number of genuine high production tests made under normal conditions with UNICORN DAIRY RATION used as the entire or largest part of the grain ration. They are in no sense forced or freak records as shown by the normal fat percent and the perfect health of these cows and all herds fed on Unicorn Dairy Ration.

Every breeder knows Ajax Flakes (made exclusively by us for years.) Conditions forced us to withdraw it from the market except as one of the ingredients of Unicorn. You will find Unicorn equally efficient as your ration or ration base.

If you have good cows that you want to make even better

Unicorn Dairy Ration

offers you the chance, without extra cost, in fact most likely at a considerable saving.

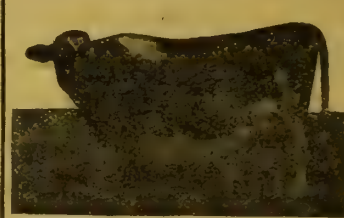
With an average cow we guarantee a reduction in the feed cost of you milk. Give them a chance - if fed right with Unicorn Dairy Ration they will surprise you.

Unicorn can be obtained by any dairyman or breeder east of the Missouri river no matter where located. Every bag is equally uniform and good no matter where you get it.

Write for information and **FREE** copy of Cow Testers' Manual.

131 State St.

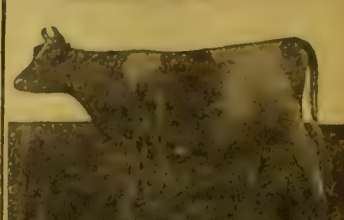
Chapin & Co., Dept. x Boston



Abbie of Riverside,
Champion Guernsey of Michigan
Fred Gleason, Owner
14201 lbs. Milk 5.72% 813 lbs. Fat



Royalton De Kol Violet. H. F. 86460
Age 10 Years (H. A. McQuillan, Owner)
Semi-Official Year Test
29069.6 lbs. Milk 3.46% 1096.45 lbs. Fat



Follyland Nancy A. R. No. 5286
Best 2 year old in New York
Follyland Farm Guernseys
12270 lbs. Milk 5.81% 712.6 lbs. Fat

We observe that agent Gray has a goodly supply of gray matter under his hat, but from personal knowledge we feel sure that there is a sufficient supply in the domes of other county agents, so that York County will have to "keep a movin'" to head the procession.

In this time of stress the residents of every county should study these problems seriously.

H. F. KENDALL.

DEVELOPMENT OF YORK COUNTY.

County Agent Gray Outlines Some Aspirations

In a recent interview County Agent Gray of Sanford, Maine, who is working with the farmers in York County under the direction of the College of Agriculture, outlined some of the things he hoped to help do in this county. He explained that a County Farm Bureau could do the following things for this county as they had done in other states: (1) Bring the farmers together and make them "boosters" for York County. This county as the "Gateway to Maine" should stand pre-eminent in some things. We hear a great deal about "Imperial" Kennebec, and Aroostook, the "Garden of Maine." In many things we have an advantage over these counties. For instance we have an ideal location with respect to markets compared to the rest of Maine. Imagine trying to farm and market produce from a point 240 miles above Bangor or almost 400 miles north of this county. When we compare our conditions with those in other counties we have much to be thankful for. Again we have a soil particularly adapted to some crops. The farmers of York County are second in calibre to none in this State. I sincerely believe that there is a great future for the agricultural interests of this county.

We might very easily through organized effort make York County the source of yellow corn seed for the State of Maine and the adjoining part of New Hampshire. We grow the best yellow corn in this section of the country and a Farm Bureau will let them know about it. It is entirely within the range of probability that we can make York County a center for certain kinds of dairy, swine, and poultry stock. I know it is quite a stunt, but I am not prepared to admit that the farmers of York County can not do anything that the farmers of any county have ever done.

We have another problem which I think we can meet through organized effort. York County can feed York County people. Thousands and thousands of dollars go out of this county for vegetables, berries, poultry, etc., which might stay here in this county if a proper attack were made on the problem. We have the soil and location and can do the job.

"We greatly appreciate the aid the N. E. M. P. A. has rendered and wish to express best wishes for success," writes a Swanton, Vermont member.

FROM OTHER FIELDS.

Michigan Milk Producers See the Milk Situation Clearly.

That the problem of the milk producer is about the same everywhere is made plain in the report of the meeting of the Michigan Milk Producers' Association, August 21, as printed in Hoard's Dairyman. President Hull and the other speakers said so well the things the dairymen of New England should know that we print some of the statements they made in their addresses. Every reader of the Dairyman will certainly realize the importance of having an organization to represent him.

President Hull said in calling the meeting to order: "I consider it the patriotic duty of Michigan dairymen to meet the present situation to the best of their ability. I am glad the day has come when the dairymen will finance their own proposition and put down their \$25." He urged dairy farmers to keep their cows and demand a price for their milk and butter fat that would enable them to maintain and increase production.

Professor Anderson of the Michigan Agricultural College speaking on the "Necessity of Permanent Co-operation," said, he had a letter from the large milk dealers' organization asking what the dairy farmers had been doing to decrease the cost of producing milk through the use of better sires. "While you talk better prices for milk," said Prof. Anderson, "these manufacturers and distributors always point to the economies of production. They say that so long as farmers breed up and improve their cows they can put in practice economies that will make the business pay. That is their argument, but we have reached a point where we must have better prices if we save the dairy cows."

"All manufacturing and distributing interests are well organized and have competent officials paid to protect their interests, and I do not hesitate to say that they are all properly represented before the state and national legislatures. We must meet organization with organization if we are to bring about any improvement in dairy conditions."

"You Michigan dairy farmers have in one year accomplished a great work, but you have only just begun. You, each one, as individual members, must realize that you must continue your local and your state organizations. The situation last year drove you together and when you get on a plane where you no longer see the necessity of sticking together that very fact may be your undoing. Do not fear outside opposition because that will only tend to strengthen your organization. I want to tell you that it requires financial force to keep together an efficient organization. To make a successful fight and gain the respect of your opponents you must show them that you stand firmly behind your organization financially."

(Continued on Page 10)

A JOINT CONVENTION

of the

MAINE DAIRYMEN'S ASSOCIATION
MAINE SEED IMPROVEMENT ASSOCIATION

MAINE LIVESTOCK BREEDERS' ASSOCIATION

will be held at Newport, Maine, December 4-8, 1917.

Large exhibits of dairy products, farm crops and results of Boys' and Girls' Club work will be in evidence. Liberal premiums being offered in all classes.

The Extension Service of the College of Agriculture, the Maine Experiment Station and the Department of Agriculture will also have instructive exhibits. Farm and Dairy machinery and equipment will also be in evidence.

December 5 is Seed Improvement Day.

December 6 is Live Stock Breeders' Day.

December 7 is Dairymen's Day. Excellent programs have been arranged for the entire session.

Plan to come. It will be worth your while.



For men whose work takes them out in driving snow, rain, sleet, and bitter cold, there's no underwear that can equal "Old Reliable"

CONTOOCOOK HONEST UNDERWEAR

No other underwear is so soft and warm. No other absorbs perspiration so quickly or wears so long. And the wash tub can't hurt it!

Most everybody who works outdoors wears Contoocook; it has been the standard for more than fifty years. Pure wool—ribbed. Doesn't crock. Dyed a fast indigo blue that doesn't soil easily. Doesn't stretch, wrinkle, or bind anywhere.

Ask your dealer about it. You'll know it by this trade mark:



Wise Bees Save Honey—Wise Folks Save Money

Interest Begins

JAN. 10



Interest Begins

JAN. 10

Learn to save and you will soon learn how to succeed.

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK

Incorporated 1869

75 Tremont Street, Boston, Mass.

ROGER SHERMAN HOAR

ATTORNEY AT LAW

905 TREMONT BLDG., BOSTON

General Counsel for the NEMPA



Two Profits In This Feed



Pay less for feed and get more milk. That is the way hundreds of up-to-date and efficient dairymen are conquering the modern bogey of high cost and small profit.

International Special Dairy Feed

is selling away below the price of corn and oats. It is a far better milk producer than the ordinary grain feed. A cow fed with International Special Dairy Feed will give one to two more quarts of milk daily. Feed it alone or with other home-grown grains at an increased profit to you.

Order Your Winter Supply for Shipment Now

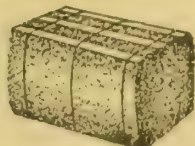
Protect yourself against freight car shortage next winter. Take no chances in the rush then. Our mills are grinding day and night to turn out present orders. See the nearest dealer and order your supply immediately. Remember the name and be sure you order International Special Dairy Feed. Write us today if there is no dealer near you.

INTERNATIONAL SUGAR FEED CO.

Minneapolis, Minn.

Mills at Minneapolis and Memphis

TOP QUALITY



BOTTOM PRICE

BALED SHAVINGS

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.



Dairymen Attention! Support Your Organization!

Below appears the order on dealers for the payment to the association of membership dues. Every member who has not signed such an order is asked to fill out and sign this blank and send it at once to the office, 26 Broad street, Boston, Mass. If you do not sell to a dealer, fill in the name of the secretary of your local where the word "dealer" appears.

Doing this will save time and money for the Association, will en-

able it to receive your dues in small monthly installments and to impress your dealer with the strength of the organization. This plan is used in New York, Chicago and elsewhere. It has the approval of business men, the agricultural press and all other agencies. Thousands of our members have signed these orders and we ask now for the rest. Fill in the name of your local and the blank spaces that follow the word "order."

CUT ON THIS LINE

SECRETARY N. E. M. P. A., 26 Broad Street, Boston, Mass.

Find attached order on

(Dealer)

Name

P. O. Address

for annual dues of

Name

P. O. Address

Member of Local

Signed Organizer
Secretary

ORDER

Date 191 ..

(Dealer)

To

The undersigned member of the New England Milk Producers' Association hereby authorizes and directs you to deduct one-half of one per cent from the moneys due or to become due to him for all dairy products sold by him to you, and to pay over the amount so deducted by check to the said Association, at the time of each payment to him of the balance of said moneys. This order is to continue in force until revoked by him in writing.

Signature

Address

CUT ON THIS LINE

FROM OTHER FIELDS.

(Continued from Page 9)

Secretary Reed, who has worked hard for the success of the Association, was greeted enthusiastically, and said in part, speaking on "The Man and the Cow": "The man who is handling the cow is handling the most delicately organized and intricate machine on earth. You men who run condensers can go in and kick and swear at your machines, but it doesn't go with the cow.

"I have absolutely no patience with the dairy farmer who has to go out and apologize for the quality of his product. If you produce a good product you can stand behind it and sell it.

"We must have organization to meet organization successfully. Between the organizations controlling

the prices of milk and prices of grain, we stand between two powerful interests and have had our gizzards about ground out of us. It is our patriotic duty to get a price for our milk that will save the dairy cow and make it possible to furnish milk at reasonable prices. It is not our duty to produce milk at a loss in order that other interests may make excessive profits from our losses. The dairy cow must be preserved, but she cannot be unless we get a better price for her products."

Can any member of the N. E. M. P. A. fail to see the necessity of building the Association to the maximum of strength, taking in all cow owners in its territory? These men are fighting the same fight that we are; trying to get enough for the product of the cow to keep on in the business and furnish milk for food.

BY-LAWS OF THE
NATIONAL MILK PRODUCERS
FEDERATION.

ARTICLE I.

Name—This Federation shall be known as the NATIONAL MILK PRODUCERS FEDERATION.

ARTICLE II.

Purposes—The purposes of the Federation are to promote the interests of the producer and consumer of milk by:

- a—Improving conditions under which milk is produced;
- b—Improving marketing methods;
- c—Standardizing the product; and
- d—Generally by doing such other things as are necessary with respect to the quality, the cost of production and distribution of milk, and the return to the producer and the cost to the consumer as will promote the interests of both; and to do all things necessary therefor.

ARTICLE III.

Membership—Any organization composed of producers of milk which conforms with the purposes and by-laws and rules and regulations of the Federation may become a member of this Federation by paying the annual membership fee of one cent for each individual producer represented by such organization but in no case shall such annual fee be less than five dollars.

ARTICLE IV.

General Meeting.

1. Each member organization shall be entitled to one delegate and each such delegate shall be entitled to vote either in person or by proxy at any regular or special meeting.
2. The regular annual meeting of delegates shall be held at such time and place as the board of directors determines. At least thirty days' notice of the time and place of such meeting shall be given by mail or telegram by the secretary to each member organization.
3. Special meetings of delegates shall be called by the secretary upon direction of the board of directors. At least five days' notice shall be given as in the case of regular meetings, to each member organization.
4. A majority of the delegates present at any meeting shall constitute a quorum for the transaction of business.

ARTICLE V.

Board of Directors—The board of directors shall consist of fifteen members of affiliated organizations chosen at the regular annual meeting of delegates. At the first annual meeting five directors shall be chosen for one year, five for two years, and five for three years. Thereafter, and as the term of each director expires, his successor shall be chosen for a term of three years. Vacancies on the board shall be filled by the remaining members of the board for the unexpired term.

ARTICLE VI.

Directors' Meetings—The regular annual meeting of the directors shall be held immediately following the regular annual meeting of delegates. Special meetings of the directors shall be called by the secretary upon direction of the president. At least five days' notice of special meetings shall be given each director by mail or by telegram by the secretary. Five directors shall constitute a quorum for the transaction of business.

ARTICLE VII.

Officers—The officers of the association shall be a president, vice president, second vice president and secretary-treasurer, who shall be chosen by the board of directors each for a term of one year. Vacancies in any office may be filled by the board for the unexpired term.

ARTICLE VIII.

Duty of Officers.

1. The president shall preside at all meetings of the delegates and of the board of directors, and shall perform all the duties usually appertaining to his office, and such additional

Flush Cows After Calving

Protects Against Abortion and Barrenness

Barrenness or Sterility, like Abortion, Retention of After-birth and Premature Birth, is nearly always caused by infection of the reproductive organs by the germs of Contagious Abortion. Unless this infection is promptly overcome by the use of a powerful but safe antiseptic, it may permanently affect the reproductive organs so that the cow will continually fail to stick.

Every time a cow drops a calf—whether alive or dead—by premature birth or abortion, whether the after-birth is retained or not, her reproductive organs should be flushed out, because that is where the infection is developing.

B-K, the powerful non-poisonous antiseptic, is scientifically correct for this work. Used as a douche for the uterus, it quickly brings the after-birth, dissolves the slimy albuminous matter, kills the germs, stops discharges and controls the infection. B-K does not cause straining, but is soothing and heals the tissues.

Other germicides such as carbolic acid, cresol, Lugol's solution, iodine, etc., tend to irritate, do not dissolve the slimy albumins, but tend to coagulate or thicken them, thereby preventing destruction of the germs and cleansing of the tissues.

The remarkable germ-killing strength of B-K is plainly marked and guaranteed on every package. B-K contains no poison, acid nor oil. It is safe and clean and easy to use. B-K may be used freely in the drinking water.

B-K is convenient. Just add water as directed, and you have your treatment for calves, bulls and cows and also your disinfectant for general use.

B-K is used so successfully by leading breeders that it is now sold over the entire world and the demand for it has increased 500% in three years. A well known breeder of registered stock says:

Clean and
clear as waterAwarded
Gold Medal
Pan-Pac. Expo.

"I want B-K for I know it is doing good. Cows that have been barren for more than a year are getting with calf."

B-K is sold by dairy and farm supply houses, druggists, general stores, etc., everywhere. Dealers wanted in every town.

Write us for more evidence from users and for our bulletin No. 52, "Contagious Abortion," and No. 136, "Calf Scours."

GENERAL LABORATORIES

3503 S. Dickinson St., Madison, Wis.

B-K B-K B-K B-K B-K B-K B-K B-K

DEEDS LOUDER THAN WORDS.

What It Has Done Once It Will Do Again

Here is my word for Morrison's Liniment. If you can use it, or any part, I shall be much pleased. Heartily,

L. D. Cochrane.

Last week a heavy weight fell on my foot. Inside of three minutes the part injured swelled to nearly double the natural thickness, and turned a dark purple. I at once began bathing it with Morrison's Old English Liniment. That evening the lameness was so far removed that I could walk on my foot, and the next afternoon all the soreness and swelling were gone. This experience and several others force me to the conclusion that for bruises, sprains and lame back, Morrison's Old English Liniment is worth more than all other liniments I know anything about.

(Signed)

L. D. Cochrane.

Former pastor of the First Unitarian Church of Littleton, N. H.

Price, Half Pints, 50 cents; Full Pints, \$1.00 If your dealer doesn't keep it you buy from us, delivered free.

THE JAMES W. FOSTER CO., Manfrs.
BATH, N. H.

Keep Using

BUFFALO SHAVINGS

REASONS WHY

1. Pure White Lint
2. Deodorant
3. Absorbent
4. Cheap

Chas. A. Smith, 29 Broadway, N.Y.

or other duties as are prescribed or directed by the board of directors.

2. The vice-president shall perform the duties of the president in the absence of the latter.

3. The second vice-president shall perform the duties of the president in the absence of the president and vice-president.

4. The secretary-treasurer shall attend all meetings of delegates and of the board of directors and shall keep a faithful record of all proceedings thereat. He shall have the charge and custody of all property and records belonging or appertaining to the Federation subject to the direction of the board of directors. He shall perform all other duties usually appertaining to his offices, and such additional duties as the board of directors prescribes or directs. He shall from time to time as directed by the board of directors, make full and detailed report of all receipts and disbursements and of all funds and other property on hand, and shall at all times permit inspection and examination by the board of directors or its representatives, of all books, records and property belonging to the Federation.

ARTICLE IX.

Powers of Board of Directors—The board of directors shall have and exercise full control and supervision over the affairs of the Federation and may do any and all things necessary therefor. It may delegate its powers to any committee of its members with full power to act, and in its discretion may require any person who received or has control of property of the Federation to furnish suitable bond. The board may adopt and enforce necessary rules and regulations not inconsistent with these by-laws; and shall at least once in each year cause a thorough audit to be made of all books, records and affairs of the Federation.

ARTICLE X.

Annual Report—The board of directors shall submit to the regular

annual meeting of delegates a full and detailed written report of the property and affairs of the Federation, and shall incorporate in such report any recommendations it deems necessary or expedient.

ARTICLE XI.

Amendments—These by-laws may be amended at any regular annual meeting of the delegates by a majority vote of the delegates present and voting, or by a like vote at any special meeting regularly called, if notice of such amendment was incorporated in the call for the special meeting.

NEW HAMPSHIRE DAIRYMEN MEET.

Milk, Cream, Butter and Cheese Show.

The Granite State Dairymen's Association will hold in Laconia, December 19-21, at the time of the 33rd annual meeting, the largest dairy show ever held in New Hampshire. Every dairy farmer, whether a member of the association or not, is invited to exhibit his products, place them in competition with his neighbor's and participate in the large number of premiums and prizes offered.

Six Silver cups are to be competed for. Over \$200.00 is offered in cash prizes, besides premiums.

At this show you can learn how your product compares with other people's products. You will have the benefit of a competent, expert judge to score your product. If the product is not judged perfect, after the show a detail score card will be sent to each exhibitor with suggestions for improvement.

For entry blanks, premium list and detailed information in regard to making exhibits, write to W. P. Davis, Secretary, Durham, N. H.

Put Up Ice

The only way to protect milk against loss next summer is to prepare this winter. Dealers are sending word to their patrons to put up ice. They have asked the N. E. M. P. A. to second their request. It cheerfully does so.

We believe better days are coming in the milk business. We believe better prices and conditions are coming fast. To be in a position to take advantage of this condition let all farmers prepare to market their product in the best possible shape.

Important Notice

The most important and most necessary thing for any member, who has not yet done so, is to sign the ORDER on DEALER for payment to the Central Office of the one-half of 1% dues to be deducted from the milk check. See your local secretary and sign up the order and at the same time sign the new form of membership agreement that was made necessary by the incorporation of the N. E. M. P. A. Also sign the subscription order for the Dairyman.

"I wish to congratulate you on the success achieved to the present and hope that you may continue to advance the dairy interests until the farmers throughout the land can stand side by side with business men of every kind and not be impressed with a feeling of inferiority," writes the secretary of a Conn. local.



Guernseys

QUALITY

DISTINGUISHES GUERNSEY PRODUCTS

The highest Natural Golden Yellow color, delicious individual flavor, and high content of butter fat—combine to make Guernsey milk in greatest demand by discriminating consumers.

Write for information relative to Guernseys, to

AMERICAN GUERNSEY CATTLE CLUB

Box T Peterboro, New Hampshire

WOULD YOU BE CONVINCED?

Why any one should continue to suffer with salt-rheum, eczema, piles, varicose ulcers, chafing, etc., when a twenty-five cent box of Lady Poor's Ointment will cure them, is certainly a mystery. Your dealer has for years been selling Lady Poor's Ointment, and know from experience right in his own store just what it will do. If you inquire of him he will tell you how beneficial it is for the treatment of cuts, burns, sores, piles and all eruptions and abrasions of the skin.

Lady Poor's Ointment is sold on its merits, and it certainly ought to give you confidence to know that if you are not decidedly benefited by its use, all you need to do is to send to us or to go back to your dealer and get your money. Try a box if you would be convinced. At your Druggist, or direct from us for 25 cents.

THE JAMES W. FOSTER CO.
Manufacturers and Proprietors,
BATH, N. H.

THE WRIGHT A B C For Dairymen

APRONS

BOTTLES

CANS

DELIVERY CASES

ELECTRIC MOTORS

FILLERS

GLASSWARE

HARDER SILOS

ICE BREAKERS

JACKETS

KNIVES

LITTER CARRIERS

MILKING MACHINES

NOISELESS HEATERS

OILS

PASTEURIZERS

QUEVENNE LACTOMETERS

RIPENERS

SEPARATORS

THERMOMETERS

UNIVERSAL CHURNS

VATS

WASHERS

XACTLY WHAT

YOU WANT

ZEAL IN SERVICE

A Complete Line of DAIRY, CREAMERY AND FARM EQUIPMENT

HENRY E. WRIGHT & SONS, Incorporated

12 SOUTH MARKET STREET, BOSTON, MASS.

18 LONSDALE STREET, PROVIDENCE, R. I.

AT LAST--Your Milk Problem Solved

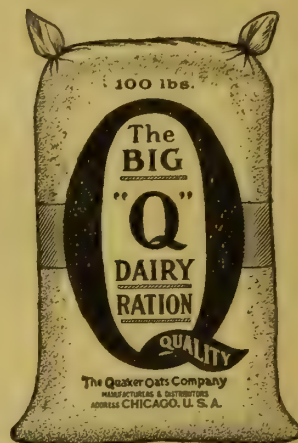
You Can NOW Feed ANY Cow the Right Feed
to Meet HER INDIVIDUAL Need



Palatable
Digestible
Economical
Sensible

Dairy farmers and breeders have been urging us for some time, and particularly of late, to give them an ideal, high protein mixture to be used with SCHUMACHER FEED — the old reliable, ideal carbohydrate feed. They wanted a ration that would better meet the INDIVIDUAL NEEDS of their dairy cows — that would eliminate labor and guess-work of home-mixing — that had as great a variety in its protein content as we have in the variety of carbohydrates in SCHUMACHER FEED.

We are pleased to announce that after much scientific research, backed by exhaustive practical tests, we have produced a most remarkable, high protein feed in our BIG "Q" DAIRY RATION. It is as much superior to other protein mixtures as SCHUMACHER FEED is superior as a carbohydrate feed. In addition, by feeding these two feeds in combination, we have given to dairy-men the most simple, easy-to-feed ration possible to compound — one that will not only produce exceptional results in the pail, maintain the best physical condition in their cows, but save a lot of time and labor and relieve them of all guess-work incident to mixing their own. With



Protein	-	-	-	21%
Fat	-	-	-	6%
Carbohydrates	-	-	-	50.0%
Fiber	-	-	-	10.5%

Digestible Protein, 18.5%
Total Digestible Nutrients, 78
Therms 79, by the Kellner method

High Quality
High Digestibility

SCHUMACHER FEED AND BIG "Q" DAIRY RATION

fed in combination, you can easily and quickly proportion the amount of protein and carbohydrate content to suit the individual requirements of all your cows. BIG "Q" DAIRY RATION is the result of new thought and new feeding knowledge, which have eliminated the shortcomings of old time feed formulas and feeding ideas. It is a result of extended actual tests in order to eliminate all guesswork as to results. It is first, last and all the time a quality feed, combining the five essentials of an ideal protein mixture, i. e., PALATABILITY, DIGESTIBILITY, NUTRITION, VARIETY and BULK. Its analysis shows digestible protein 18.5%, total digestible nutrients, 78%.

SCHUMACHER FEED needs no introduction. It has proved its merit time and again and has to its credit (fed with high protein concentrates) more world's champion milk and butter records than any other feed. It is a highly scientific combination of the by-products of corn, oats, barley and wheat, which give it that necessary variety of grains so important in either a protein feed or a carbohydrate feed. It is particularly PALATABLE, NUTRITIOUS, DIGESTIBLE and furnishes vigorous VITALITY for both physical stamina and heavy milk production.

SCHUMACHER FEEDING PLAN SUGGESTIONS

To Dry Cows 4 parts Schumacher Feed
1 part Big "Q" Dairy Ration

General Herd Ration with 1 part Schumacher Feed
Ensilage or Roots 1 part Big "Q" Dairy Ration

To Fresh Cows with Green Feed { 2 parts Schumacher Feed
1 part Big "Q" Dairy Ration
Test Ration { 1 part Schumacher Feed
2 parts Big "Q" Dairy Ration

(Increase Big "Q" Dairy Ration if cow can handle more protein without bad effects.)

You will find in these two wonderful result producing feeds, that ideal combination of a variety of proteins and variety of carbohydrates you have been wanting—looking for—wishing for—a long time. Go to your dealer, get a supply, and let your cows prove for you all and more than we are able to tell you in this advertisements.

If you can't get Big "Q"—the following rations are the next best—choose the one which most nearly fills your requirements.

A.
4 parts Schumacher Feed
1 part Bran
2 parts Gluten Feed
1 part Cottonseed Meal

B.
4 parts Schumacher Feed
1 part Cottonseed Meal
1 " Gluten Feed
1 " Linseed Meal
1 " Bran

C.
9 parts Schumacher Feed
2 " Distillers' Grs.
2 " Cottonseed Meal
3 " Bran
3 " Gluten Feed
1 part Linseed Meal

The Quaker Oats Company, - Boston, Mass.

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association

Volume 1. Number 10.

BOSTON, MASS., JANUARY, 1918

50 Cents Per Year

8½ CENTS

Regional Milk Board Awards Price NEMPA Demands Found Justified

The New England Regional Milk Board of the National Food Administration has after the most searching investigation, awarded to the farmers supplying milk for greater Boston a price of 8 1-2c per quart for milk testing 3.5% delivered at the Boston railroad terminal during the months of January, February and March.

For milk within 20 miles of Boston it awards a price of 9 1-2c per quart and between 20 and 40 miles 9c per quart.

It recommends that all milk be bought on weight and test where possible and establishes a premium or deduction of 4c per hundred pounds for each point of test above or below 3.5%.

It rules that the price at railroad stations in the different twenty mile zones be at the rate made for milk f. o. b. Boston less a table of deductions covering the cost of maintaining milk receiving stations, agents and the like and the cost of can service both of which are shown in the tables printed herewith. It further rules that the cost of receiving stations and agents shall after April 1st be borne by the farmers whose milk is handled at such stations.

Every contention for which the NEMPA fought is granted except that the cost of stations should be apportioned to the milk passing through those stations. This matter has been deferred three months.

While the farmers have been granted an increase of 1c per quart, the dealers have been limited to an advance of 1-2c per quart for family trade making the price 14 1-2c. New York dealers have been awarded 15c per quart for grade B milk corresponding to the market milk of Boston. Substantial increases have been made in the prices of milk to hotels, stores and restaurants.



REGIONAL MILK COMMISSION IN SESSION.

The cow may not object to "labor" being on the left side when her picture is taken but the farmer objects to being on the "LEFT" side ALL the time.

No surplus arrangement has been granted the dealers beyond the allowance of a little less than five mills per quart as a cost of carrying the surplus during the next three months and this price is included in the price the consumers are to pay. No surplus against the farmers is allowed.

N.E.M.P.A.

Richard Pattee Manager,
Boston Mass.

Dear Sir:

Attached find copy of the statement of the decision as reached by the Commission.

January 4, 1918

In behalf of the Commission, I wish to thank you for the fine spirit of co-operation which seemed to exist throughout the hearings.

I cannot help, at this time, telling you how a good many of us on the Commission feel in regard to the price fixing arrangement. We have a good many reservations about it. We were asked, however, to carry out the instructions under the warrant, and we have done so to the best of our ability. You must iron out and work out your own problems by using a broad spirit of co-operation. The commission will soon have some recommendations, by which it is hoped that certain economics may be worked out on both sides.

I am going to send along a personal word of caution to all interested parties. I consider that, under such price fixing, the future is very uncertain for all concerned. You cannot tamper with the laws of supply and demand without running into a good many complications. We feel, therefore, that it is entirely right to put out this cautionary word now, so that all parties interested may see the possibilities that are ahead.

Yours very truly,

P. R. ALLEN,

Chairman, Federal Milk Commission
for New England.

Findings Announced.

The Federal Milk Commission for New England authorizes the following announcement of its findings concerning the price of milk in the City of Boston for the months of January, February and March 1918. The Commission was created by the Federal Food Administration and charged with very specific duties. Producers and dealers agreed with Mr. Hoover, the United States Food Administrator, during the month of November to continue to the consumer prices then existing, provided that a Commission be

appointed which should determine from evidence presented at public hearings "what is a reasonable price or prices for milk to be charged by producers and distributors after January 1, 1918", and which should "add such a sum to the reasonable costs and profits for such period of time as may be necessary to make up the deficiency caused in November and December."

After hearing many witnesses and deliberating on the evidence, the Commission determines that the following are "reasonable prices for milk to be charged by producers and distributors after January 1, 1918," till April 1, 1918.

By producers:

1. For 3.5 per cent milk f. o. b. Boston, subject to the deductions for freight and other costs of delivery from farm to the city plant, .085.

2. By distributors, for milk delivered to family trade,—

Quarts .145
Pints .08

3. By distributors for bottled milk delivered to stores,—

Quarts .125
Pints .07

4. By distributors for bulk milk delivered to hotels and restaurants,—

In 8 1-2 qt. cans 1-10 cans \$1.02, 12c per quart.

11-20 cans \$1.00; 21-30 cans .98, 31-40 cans .97; over 40 cans .96-11.3.

In 40 quart Jugs 1-10 jugs .11 1-4c per quart. Over 10 jugs, 11 cents per quart.

The above prices are to be effective January 6th.

The Commission further determines that the producers may reasonably charge four cents per hundred pounds of milk for each one tenth of one percent of butter fat above 3.5 per cent with corresponding deduction for milk below 3.5 per cent.

The Commission further announces that the prices determined as reasonable are expected to be sufficient to recoup, as directed by the warrant, all losses sustained in November and December, and that if at the end of three months, such losses have not been recouped, the question may be reopened.

Pending investigation by the Commission, several matters have been temporarily adjusted. A further report will be issued later.

The Commission has reason to hope from the evidence presented that at the end of the three months' period a reduction to the consumer can be made from the prices now determined as reasonable.

Signed,

George F. Morris.
Elbert S. Brigham.
Robert Winsor.
A. Lawrence Lowell.
J. B. Russell.
Philip R. Allen.
Frederick Snyder.
J. S. Murdock.
Robert Scoville.
Walter H. Sawyer.
James O. Jordan.
J. Frank O'Hare, Dissenting.

PRICE SCHEDULES.

The producer is chiefly interested in what he is to get for milk at his country milk station or R. R. Depot. He fails to appreciate the importance of the price consumers pay. Read the "Surplus" story on another page.

It is the purpose of the NEMPA to "turn on the light" in every department of the milk business. We, therefore, take space to print detailed tables of country costs taken from the awarded price f. o. b. Boston, so that any farmer, anywhere, selling any quality of milk in any sized can may know exactly what he should get and how the price was reached.

Station Expense.

In certain sections sending large quantities of milk to Boston it is necessary to maintain country milk plants. At other places agents are placed at loading platforms to accept and receipt for milk. In such cases title to the milk passes at the point where accepted. Losses beyond there fall on the dealer. These country agents and milk stations are a part of the system of getting milk to market. The expense of this service is taken from the price delivered at market. These costs as reported by the dealer were averaged in the various zones and tabulated as follows:

(Table 1.)

STATION EXPENSE.

Zone	Miles	1 Qt.	8½ Qts.	21¼ Qts.	40 Qts.	Cwt.
1	1 to 20	.0012c	.0102c	.0255c	.048c	.0558c
2	21 " 40	.0012	.0102	.0255	.048	.0558
3	41 " 60	.00287	.032895	.0822375	.1548	.179955
4	61 " 80	.00407	.034595	.0864875	.1628	.189255
5	81 " 100	.00427	.036295	.0907375	.1708	.198555
6	101 " 120	.00447	.037995	.0949875	.1788	.207855
7	121 " 140	.00467	.039695	.0992375	.1868	.217155
8	141 " 160	.00487	.041395	.1034875	.1948	.226455
9	161 " 180	.00507	.043095	.1077375	.2028	.235755
10	181 " 200	.00527	.044795	.1119875	.2108	.245055
11	201 " 220	.00547	.046495	.1162375	.2188	.254355
12	221 " 240	.00567	.048195	.1204875	.2268	.263655
13	241 " 260	.00587	.049895	.1247375	.2348	.272955
14	261 " 280	.00607	.051595	.1289875	.2428	.282255
15	281 " 300	.00627	.053295	.1332375	.2508	.291555

The NEMPA contends that all station charges should be borne by the milk passing through that station. The station charges in a 20 mile zone are now charged against all the milk in that zone. The commission will, we hope, and expect, revise this system at the end of the present price period. By so doing it will eliminate a cause of much controversy. If the farmers using any shipping station pay the cost of running that station they will have something to say about how it is run. If they pay the cost of operating it they may as well own it and be able to sell milk to anybody not limited to the dealer who owns the milk station. Think it over.

CAN SERVICE.

The producer who sells milk delivered at market must either have cans to get it there or pay for the use of some other persons cans. Farmers should own the cans. But at present no practical solution appears except to hire the dealers cans at cost. The following can service prices were agreed on as representing a fair charge.

(Table 2.)

	1 Qt.	8½ Qts.	21¼ Qts.	40 Qts.	Cwt.
All Zones	.0008c	.0068c	.0172c	.032c	.0372c

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c. per cwt. is paid.

R. R. TRANSPORTATION.

There is no necessity of discussing R. R. rates beyond explaining that in Massachusetts the zone rates are lower for all-except 40 qt. cans and the saving in freight is added to the price the producer gets. Hence a Massachusetts schedule of prices. They are as much greater than points in the same zone in other states as the freight is smaller.

(Table 3.)

INTER STATE R. R. TRANSPORTATION.

Zones	Miles	8½ Qts.	21¼ Qts.	40 Qts.	Cwt. in 40 Qt. Cans
3	41 " 60	4.9c	9.4c	16.1c	18.7c
4	61 " 80	5.4	10.5	18.0	20.9
5	81 " 100	6.0	11.5	19.7	22.9
6	101 " 120	6.4	12.5	21.3	24.8
7	121 " 140	6.9	13.3	22.8	26.5
8	141 " 160	7.3	14.1	24.2	28.1
9	161 " 180	7.7	14.9	25.5	29.6
10	181 " 200	8.1	15.6	26.7	31.0
11	201 " 220	8.4	16.3	27.9	32.4
12	221 " 240	8.8	17.0	29.0	33.7
13	241 " 260	9.1	17.6	30.1	35.0
14	261 " 280	9.4	18.2	31.2	36.3
15	281 " 300	9.7	18.8	32.3	37.5

...(Table 4.)

INTRA STATE R. R. TRANSPORTATION.

Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	Cwt. in 40 Qt. Cans
1	1 to 20	2.5c	6.1c	11.4c	13.3c
2	21 " 40	3.0	7.4	13.9	16.2
3	41 " 60	3.5	8.6	16.1	18.7
4	61 " 80	3.9	9.6	18.0	20.9
5	81 " 100	4.2	10.5	19.7	22.9
6	101 " 120	4.6	11.4	21.3	24.8
7	121 " 140	4.9	12.2	22.8	26.5
8	141 " 160	5.2	12.9	24.2	28.1
9	161 " 180	5.5	13.6	25.5	29.6
10	181 " 200	5.7	14.2	26.7	31.0

With these tables it is entirely possible for anyone to calculate the price of 3.5% milk at any point. Milk of any other test will automatically adjust itself in any zone. Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

(Table 5.)

PRICE OUTSIDE OF MASSACHUSETTS.

Zones	Miles	8½ Qts.	21¼ Qts.	40 Qts.	Cwt. in 40 Qt. Cans
3	41 " 60	\$.634	\$1.613	\$3.052	\$3.548
4	61 " 80	.627	1.598	3.025	3.517
5	81 " 100	.619	1.583	3.000	3.488
6	101 " 120	.614	1.569	2.976	3.459
7	121 " 140	.607	1.557	2.953	3.433
8	141 " 160	.601	1.545	2.931	3.408
9	161 " 180	.596	1.533	2.910	3.383
10	181 " 200	.590	1.521	2.890	3.360
11	201 " 220	.585	1.510	2.870	3.337
12	221 " 240	.579	1.499	2.851	3.315
13	241 " 260	.575	1.488	2.832	3.292
14	261 " 280	.570	1.478	2.813	3.270
15	281 " 300	.565	1.468	2.794	3.249

(Table 6.)

MASSACHUSETTS PRICE.

Zones	Miles	8½ Qts.	21¼ Qts.	40 Qts.	Cwt. in 40 Qt. Cans
1	1 to 20	\$.765	\$1.915	\$3.606	\$4.191
2	21 " 40	.718	1.796	3.381	3.93
3	41 " 60	.648	1.621	3.052	3.548
4	61 " 80	.642	1.606	3.025	3.517
5	81 " 100	.637	1.593	3.000	3.488
6	101 " 120	.632	1.580	2.976	3.459
7	121 " 140	.627	1.568	2.953	3.433
8	141 " 160	.622	1.557	2.931	3.408
9	161 " 180	.618	1.545	2.910	3.383
10	181 " 200	.614	1.535	2.890	3.360

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point. These prices do not include the War Tax on freight. They are subject to that discount.

SURPLUS

As was predicted in the Dairyman Surplus appeared at the milk hearing as the big bug-bear. The dealers claimed, and showed from their records, that from the same dairies at certain seasons there was nearly twice as much milk as at other seasons. Dealers with a fairly constant demand have to buy milk enough at all seasons to meet that demand. In order to get milk enough during the short season they agree to take it the rest of the time. Then when production from these same dairies rises without a corresponding increase in sale some must be turned into by-products, butter, cheese, casein. Heretofore the prices put out for six month periods have averaged a certain sum and have been so arranged as to pay more than the average for the short months and less for the flush months. Surplus was taken care of in a graded price. The money in the milk business was made during the summer when prices were low and demand heavy. Producers have questioned the existence of a surplus, especially when dealers have been securing the country for new dairies. "Surplus" is not all the milk a dealer don't sell. He is obliged to carry some more than his actual sales to be a sort of stock in trade against extra and unforeseen demands. If the trade requires that a dealer carry surplus at a loss the trade should make good that loss in the price of what it does buy. Trade surplus should be carried as a part of the cost of distribution. The dealers claim this to be about 3% of the volume of their sales.

The Association refused to consider a surplus clause in the recent adjustment but promised to submit the following plan, to discuss it in the Dairyman and bring it before the annual meeting. We call attention to it now. We will comment on it next month.

PLAN.

The Federal Food Commission directs that each dealer shall keep a book which shall hereafter be referred to as "The Record." This book shall be uniform in size and method of bookkeeping and shall be kept in a uniform manner as prescribed by the Commission. The Federal Food Administrator for Massachusetts, or his accredited agent, shall have access to it at any time.

The dealer for each day shall enter in this book under various headings the following records:

1. Total quantity of whole milk in quarts purchased by the dealer.
2. Total quantity of such whole milk sold in quarts as milk. Hereafter called "whole" milk.
3. Total quantity of whole milk in quarts converted into cream in the country and sold as cream. Hereafter called "surplus milk as cream."
4. Total quantity of whole milk in quarts converted into butter and other by-products.

Method of Paying for Milk.

Each producer's milk must be tested for butter fat, and all payments for milk shall be made on the basis of the average monthly butter fat content thus ascertained. Whole milk shall also be considered to contain 85% skim milk.

Each producer's total milk for each month shall be paid for under schedules known respectively as "whole milk" and "surplus milk."

Whole Milk

The producer shall receive for that portion of his milk known as "whole milk," the price agreed upon less the zone freight, and other deductions as agreed upon for the station from which the milk is shipped.

Surplus as Cream.

The producer shall be paid for that portion of his milk known as "surplus as cream"—on a butter fat and skim milk basis. The butter fat shall be paid for on a basis of — above the average of the Chamber of Commerce weekly quotations for "creamery extra" butter for the month considered, and the skim milk at a price per cwt.—times the average of the Boston Chamber of Commerce weekly quotations per pound for "skim special" cheese for the month considered.

Surplus Milk as Butter, Etc.

The producer shall be paid for that portion of his milk known as "surplus milk" on the basis of butter fat and skim milk content. THE BUTTER fat shall be paid for on the basis of 6% above the average of the Boston Chamber of Commerce weekly quotations for "creamery extra" butter for the month considered, and the skim milk per cwt. at a price twice the average of the Boston Chamber of Commerce weekly quotations per pound for "skim special" cheese for the month considered.

The entries in "The Record" shall be closed not later than the 10th of the month following.

On the 10th of each succeeding month after January 1, 1918, each dealer shall file with the Federal Food Administrator for Massachusetts, a sworn statement of such record, which statements shall be kept on file by the Federal Food Administrator.

The Federal Food Administrator for Massachusetts shall appoint a representative whose duty it shall be:

- (a) To verify the amounts and prices credited for "whole milk" and cream.
- (b) To verify the amounts and prices to be credited for "surplus milk" manufactured into butter or other by-products.
- (c) To get the percentage of surplus milk manufactured by all the dealers to the volume of whole milk purchased by all the dealers.
- (d) To equalize the dealers' surplus among themselves.

For the purpose of carrying out the terms of this agreement he shall forthwith notify the dealers of the percentage of surplus milk to be paid for as "surplus milk" and such further instructions as shall be necessary to equalize the surplus among the dealers.

For the purpose of carrying out this agreement the Federal Food Administrator for Massachusetts shall employ

a suitable person to act as his representative and shall pay for salary and expenses a sum not exceeding..... dollars per annum, the expense of which will be paid by the dealers and pro rated on a basis of volume of milk receipts.

Any dealer failing to file with the Federal Food Administrator for Massachusetts, the sworn statement provided for by this agreement on or before the 10th day of the month shall pay for all receipts on a "whole milk" basis.

ILLUSTRATION FOR PRODUCER.

Delivers 1000 Quarts to Dealer at Milk Station testing 3.5% fat in 12th zone. TO BE CONSIDERED IN MAKING RETURNS SHOWN IN DEALERS

ILLUSTRATION AS:

Whole Milk	95.875% or 958¾ Quarts
Surplus Milk	4.125% or 41¼ Quarts
Price agreed on F. O. B. Boston for Whole Milk	.....7.50 per Qt.
Deductions as agreed by the Food Administrator's Office and New England Producers' Association:	
Use of Cans per Quart	.....0005
Station Expense per Quart	.....0041
Freight to Boston—12th zone	
per Quart	.....00725c 1.185 per Qt.

Price of Whole Milk at Shipping Station	.....6.315c per Qt.
958¾ Quarts Whole Milk	@ 6.315c per Qt. = \$60.55
41¼ Quarts Surplus Milk	@ 4.283c Per Qt. = 1.76

1000	\$62.31
Producer receives per Quart Net for 1000 Quarts	6.23c per Quart
Producer receives for 958¾ Quarts Whole Milk	6.315c per Quart
Producer receives for 41¼ Quarts Surplus Milk	4.283c per Quart

DEALERS ILLUSTRATION.

(SURPLUS INTO BUTTER.)

Total Received Dealer	Qts.	Sold Qts.	Surplus Qts.	% of Purchase	Avg. Ea. Qts.	Over Avg. Qts.	Short of Avg. Qts.
A—	200000	190000	10000	5%	8250	1750	
B—	100000	97000	3000	3%	4125		1125
C—	20000	19800	200	1%			625
	320000	306800	13200	4.125	13200	1750	1750

Percentage of total as whole milk95.875%
Percentage of total as surplus milk 4.125%

OUTTURN FOR SURPLUS MILK AS PROVIDED IN SURPLUS MILK CLAUSE.

Assume Chamber Quotation for Butter to be 45c+6%=47.70 as price per lb. of Butter Fat.	
Assume Chamber of Commerce for skim special to be 19c lb. would make skim 38c per 100 lbs.	
13200 Qts. @ 2.15 lbs. per Qt.=28380 lbs. of 3.5% milk=993.3 lbs. of Butter Fat @ 47.70=\$473.80.	
28380 lbs. milk contains 24123 lbs. skim @ 38c per 100 lbs.	91.66
	\$565.46

or 4.283c per Qt. for Entire Surplus.

Total Milk purchased at agreed price of 7½c Qt. F. O. B. Boston
306800 Qts. @ 7½c=\$23010.00

Outturn of Surplus of 13200 Qts. as above 565.46 at Country Station.

Turner Centre Surplus Plan.

On the 10th of each month after January, 1918, each dealer shall file with the Federal Milk Commission for New England the number of pounds of Pot Cheese, Skim Cheese and Casein manufactured in the preceding month. The Commission will reduce this to terms of fluid skim and determine the percentage of surplus in terms of cwt. of milk and cream bought by dealers and the established cwt. price to producers will be reduced by 2-3 of this percentage in the case of all dealers. The savings and losses of the dealers thus occasioned will be adjusted by the Commission through a pooling system.

No discount to patrons in the months of January, February and March on account of butter manufactured nor on account of spillage or wastage.

Example.

Suppose the established price per cwt. is \$1.35 (plus a price for fat) and suppose the Surplus by weight is 10%. Then \$1.35—(2-3 of 10% of 1.35)=\$1.26, the price "per cwt." to pay.

MR. WILCOX RESIGNS.

E. P. Wilcox of Littleton, Mass., treasurer of the NEMPA resigned Dec. 31 at the close of the financial year. Mr. Wilcox has taken on outside work which demands his whole attention and felt he could no longer serve the association without too great sacrifice. Roger Sherman Hoar was chosen by the directors as temporary treasurer to serve until the annual meeting.

PROVIDENCE PRICES.

Providence dealers agreed, at a meeting of the Providence Market Committee of the NEMPA, January 5, to accept the findings of the Regional Milk Commission and to pay 81-2c per quart for milk delivered in Providence.

By this arrangement Connecticut producers will receive 8c per quart at their railroad station for milk shipped to Providence.

Mention the N. Eng. Dairyman when writing to advertisers.

THE
New England Dairyman

Published monthly by the New England
Milk Producers' Association
in Behalf of and for the Benefit of the
Members of the Organization

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Entered as second-class matter, July 30,
1917, at the postoffice at Boston, Massachu-
setts, under the Act of March 3, 1879.

JUSTIFIED.

The NEMPA has won the biggest victory ever achieved for the dairy business of New England, before the Regional Milk Board of the National Food Administration. The Association asked for an 8c f. o. b. Boston price for milk during the winter months. That price was cut by the authorities to 71-2¢ for the months of November and December. After one of the most searching investigations ever made in the country an award of 81-2¢ per quart for the months of January, February and March has been made. Even at that price there will be mighty little money in making milk at present prices of grain and labor. Only cows of better than 5000 pound production will return anything above the cost of production and there are not enough of that sort of cows to furnish milk for New England.

But we are somewhat in the position of the farmer who "didn't get as much corn as he expected and didn't expect he would". The award amply justifies the position taken by the NEMPA and clearly establishes the wisdom of leaving the matter of a fair and reasonable price to a Board appointed by the National Food Administration.

It has been necessary to exercise the greatest patience, to call on dairymen for sacrifice and patriotism and to accept conditions distasteful in the extreme, to bring about the present condition. Now that the wisdom of the leaders has been proven, now that a price has been made, that could not have been had without a fight and the loss of public confidence and favor, it seems as though the dairymen of New England would without exception hail the NEMPA.

We ask every member to read carefully the story printed on the first page. The Association was handicapped in many ways. It was obliged to call to its assistance every known agency and to spend money and time without stint in preparing and presenting the farmers' case. It was only through organization that the showing made was possible. Ev-

ery step ahead in the past year has been made through organization. And no year has shown such advances as the past.

It now remains to be seen how the membership of the Association and those not members will respond for 1918.

THANKS.

Thanks are due and are hereby given to the Boston Chamber of Commerce, the State Agricultural Colleges and Extension Service Departments of the New England States, the State Granges and Dairy Assns., to the County Agricultural Agents and to the Presidents of County Associations of the N. E. M. P. A. for the help given in preparing and presenting the producers' case before the Regional Milk Board. Especial thanks are due and given the witnesses who gave such intelligent and accurate testimony as to the cost of milk production. It is seldom that a better appearing set of men come before any tribunal, and the readiness with which questions were answered, the knowledge of business shown and the fairmindedness of these men made a most favorable impression. The chairman of the Board remarked that the "Producers have put in by far the clearest and best presented case." Whatever the findings, we are proud of our witnesses.

RETURNS TO LOCALS.

Under the By-Laws and Regulations of the corporation, one-fourth of the income of the NEMPA from dues is to be returned to the locals to which the members who pay those dues belong. The NEMPA is the only big Association that we know of that returns to its locals any part of the dues. Other organizations require local collections for local expenses. The Dairymen's League is now considering a plan to finance its locals from the general income.

No time of settlement with locals was provided for when the NEMPA was organized and it was agreed by the Directors that settlement should be made at the end of the year. The question now arises whether it should be at the end of the fiscal year or should apply to the milk sold during the whole year, including the months of November and December. It is clear that the fairest way is to make the payment to locals cover the milk of the calendar year, including November and December, and then start all members and their rebate to their locals with the percentage arrangement for January.

It has therefore been decided to make the rebate payment when the payment of the dues on December milk has been collected, which will be in February, and will give time for the matter of settlements to be canvassed and decided by the annual meeting. The Secretary will recommend quarterly settlements irrespective of the period when the milk is made.

"I think you are doing a good work for the farmers."—A Walsfield, Vt. member.

DETAILS.

We are deluged with questions about local conditions. "What shall we do" in such and such places, under such and such conditions. We are glad to place every bit of information we have in the hands of all our members at any time. There are certain matters that being purely local should be adjusted by the local branches. For instance hauling charges. A member complains that he is being overcharged by the dealer for hauling his milk from the farm to the R. R. station. The Association fought and killed the practice of hauling milk at less than cost and taking the loss from the general price of milk. The producers whose milk is hauled should pay for the hauling. Local branches can by getting together to rearrange routes, establish team or can rates and like matters, do great service in the country. Let such member who has a grievance take it up with the local officers whose job it is to run things for their association in their several localities. If it is a more than local matter bring it to the main body for adjustment. The members of locals elect their own leaders and should call on them for the proper settlement of local details. The association must serve its members locally, through its local organization and as a whole through its New England wide activities.

PERSECUTION (?)

The New York papers report the indictment of seven officers of the Dairymen's League as the result of the investigation by county authorities last fall. We are not acquainted with New York law. We do know the officers of the League. We believe they are law abiding citizens with no purpose or intent other than to protect and promote the interests of dairying and through that of the whole people. We extend to the League our hearty good wishes and sympathy. If some technical violation of law is proven against its officers, which we doubt, we are sure the fault is in the law, rather than in the League and the law should be changed, not the league punished. We defend no one for violation of law as long as it is law. But it remains to be proven whether the alleged violation is true. No one should lose one bit of confidence in the League or its leadership on account of the present situation.

NEXT MONTH.

a brief resume of the work accomplished by the NEMPA and recommendations for its future. A summary of its receipts and expenditures and information relative to membership will be printed. At the annual meeting Feb. 28 a detailed statement will be submitted showing where every cent came from and went to. The books of the association will be audited this month and every member will know just what has become of the funds. Read next month's Dairyman.

MILK AND JUSTICE.

Even as the probability had been forecast in respect of milk prices, so it has come to pass. The advances agreed upon by the Federal Regional Milk Commission for New England, after a careful investigation conducted in Boston, are more for the benefit of the producing farmer than they are for the distributing dealer. Whereas the dairyman is to receive an increase of one cent to a total of eight and one-half cents a quart for the chief staple grade of milk, the dealer is only to receive one-half cent a quart on the delivered commodity. His charge during the months of January, February and March is thus to be fourteen and one-half cents a quart to the consumer. It is the farmer who gains by the revised scale, and the dealer who is asked to content himself with a smaller margin.

Consequently, if the Boston Central Labor Union holds to its announced intention of fighting any advances proposed by the Regional Commission, it will find itself, as a matter of fact, fighting to keep the farmer from receiving better pay for his labor. The cardinal injustice of withholding from the farmer less than a fair return for his milk has been the fact that it denied him any adequate compensation for his unremitting work. Of course his capital investment in his farm has suffered also, but this has been more an aggravation of his losses as a worker than it has been a fundamental.

What must be assumed, however, is that as soon as the public at large really comes to understand the milk situation in the way the Federal Regional Commission has now outlined it, there will be an end of all blind resistance to each and every advance in the price of milk. What we are gaining from the various investigations carried on in respect of milk production is a clear knowledge of all the factors contributing to the article's cost. When these are made clear, and assurance given that the various items are not mere cloaks for extravagance, it becomes a poor economy to continue campaigns solely directed toward opposing advances of milk price. The only thing they can accomplish, if they should be successful, would be a continuance of the bankrupting conditions which in the last five or ten years have steadily driven more and more of our dairy farms out of business. And such a consequence must necessarily mean in the end not a decrease but an increase of prices, since it would simply lead to a further reduction in the number of producing farms and hence to a decrease in the volume of supply ready to meet the consumers' demand. What the public wants in respect of milk is a fair price to all branches of the milk trade, adjusted to the most economical basis possible and regulated by official commissions that shall thoroughly know the field in which they wield their powers of regulation.—Boston Transcript, January 3, 1918.

New England Milk Producers Association, 26 Broad St., Boston, Mass.

In response to your announcement of January 5th, I wish to congratulate you on your success which is the success of all dairy farmers in New England. I think the results secured are, in a large measure, due to your persistent activity and energy and I think you should feel the satisfaction which comes from a realization of a hard job done.

Yours very truly,
A Conn. County Agent.

"The Dairyman is indispensable."—
A Lawrence, Mass. member.

DAIRYMEN'S LEAGUE

NEMPA members will be interested in the report of the splendid sister organization in New York for the past year. The League has now 868 branches with a membership of 48,016 people owning 561,091 cows. During the past year the average daily enrollment has been 50 members owning 650 cows.

The treasurer's report shows the following summary:

	Stock	Subscriptions	Commissions
Dec	\$9,964.57		\$3,826.50
Jan.	5,529.27		4,571.87
Feb.	5,198.23		5,025.50
Mar.			5,238.69
April	18,745.29		1,193.74
May	3,062.93		7,436.63
June	2,128.08		5,089.93
July	1,664.85		14,754.07
Aug.	2,095.04		20,798.73
Sept.	1,735.10		22,849.22
Oct.	429.50		25,478.44
Nov.	2,006.70		25,317.53

Total \$52,559.56 141,580.85

Total income, all sources \$194,380.26. Disbursements were as follows:

December	7,024.15
January	5,015.93
February	8,153.89
March	29,742.04
April	8,940.63
May	11,222.90
June	3,295.46
July	6,100.84
August	9,457.31
September	8,191.36
October	31,533.07
November	13,429.29

Total 142,106.90

This shows an average monthly income from new members of \$4,379.96. It costs \$1 to join the NEMPA as against 25c per cow for the League.

The average income of the league per month from dues was \$11,842.24. League dues are deducted from the farmers milk checks by the dealers at the rate of 1c per 100 pounds. NEMPA dues are deducted at the rate of 1-2 of 1% of the amount due. The

advantage of the NEMPA plan is that each pays according to the value rather than amount of product. The League plan of 1c per cwt. obliges the seller of 3% milk to pay as much as the seller of 20% cream, tho the cream brings many times as much as the milk

After the expenditure of \$142,106.90 there was a balance of \$106,858.91 in the League treasury Dec. 1st.

On Oct. 1st the League adopted the zone system of price making, basing all prices in the country on a price delivered at the market less cost of getting it there.

An outline of by-laws for county organizations has been prepared and county presidents are allowed \$4.00 per day and expenses when working for the League.

Branch offices of the League are maintained at Rochester and Buffalo, N. Y. President Cooper suggested that a part of the income be paid back to local branches, whose members pay on the commission basis and the directors voted \$3.00 and expenses for one day to each delegate. The league has encouraged its members to own and operate milk shipping stations. A co-operative selling system by which the milk from these stations is marketed through a distributing plant owned by them in the city, has been established. This we regard as the most significant and promising of the League's activities.

THE MAINE SITUATION

The Massachusetts authorities authorized on Oct. 15 an advance of 1c per quart to all producers. The Association immediately prepared and sent out schedules on the 8c per quart, f. o. b. Boston rate for all except the first two zones. Turner Center did not accept this rate and we instructed all members selling to T. C. to accept checks at a less rate as part payment and to demand the balance. Several hundred filed claims with us for collection. The T.C. marketing committee met Mr. Bradford who

NOTICE TO MEMBERS

If any member receiving this paper has not signed a Subscription Order for the Dairyman please cut out the Order below and mail it to the N. E. M. P. A., 26 Broad St., Boston, Mass. It costs you nothing additional as you have already paid, but signing the order is required by the Post Office Department.

SUBSCRIPTION ORDER

THE NEW ENGLAND DAIRYMAN

To the New England Milk Producers' Association:

I hereby subscribe for the New England Dairyman for one year, and 25 cents of the amount paid with my application for membership in the New England Milk Producers' Association is to be devoted to such subscription.

Date

Name

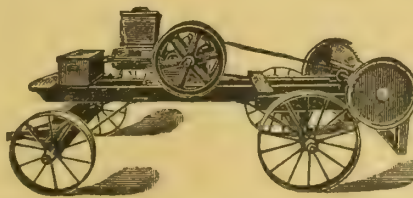
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THE MAINE SITUATION

(Continued from Page 5)

showed that during previous months he had paid more than the NEMPA schedule of prices that his milk during October and November had averaged to test 5% or over and that as he paid more than the excess rate for butter fat, his producers averaged to get more than the NEMPA price of 8c f. o. b. Boston with a premium of 4c per point for excess test over 3.5%. In other words, those sending the richest milk or cream would actually lose under the NEMPA schedule for those months. The question then arose whether cream shippers should be penalized for the benefit of low test milk shippers.

At Washington the Committee was requested by the National Food Administration to let all these adjustments rest until the decision of the Regional Milk Board with the promise of a fair adjustment for the future. Turner Center signed an agreement to be bound by the findings of this Board. The Committee thereupon agreed to leave this matter as it was pending the decision of the Board. Mr. Bradford further assured the Committee that a considerable sum was on hand available if no serious losses occurred before Jan. 1st, 1918, from which a dividend could be paid to farmers thus bringing up the average price for milk. The NEMPA decided not to push claims for an adjustment with Turner Center on the schedule price until it became known just what farmers would get under the award of the Regional Milk Board and the anticipated dividend. This in no way gives up the claim of the Association for schedule prices to its members selling to Turner Center. What action will be finally taken depends on the outcome of present proceedings.

THE KNOCKER'S PRAYER.

Oh, God, please don't let the New England Milk Producers' Association grow. It pains me to see that, in spite of my persistent efforts to persuade my fellow farmers not to co-operate, they are doing all in their power to secure the benefits of the Association and are giving time and money for the expansion of the good work.

All my life I have been a narrow-minded pessimistic knocker of every public improvement. I have opposed the R. F. D., the State highway systems, the local chamber of commerce, the improvement of our village streets, the extension of sidewalks, and even opposed increased appropriations for our public schools. I have strenuously opposed these things and my voice is loud and my lungs are strong. I have objected to the boys playing ball in the vacant lot near my house and I have scattered ashes on their skating rink.

I have always lived in New England and have tried to make a living by producing dairy products and have always opposed any movement started to benefit the dairy farmer. For this reason I object to the further development of the N. E. M. P. A. I have been asked to join with my fellow workers and help support the organization, but to part with my money, oh,

(Continued on Page 8)

HENRY FORD ON THRIFT

"By thrift we do not mean the hoarding of money, but the intelligent saving and investing of it. . . . In thrift which makes for growth there must be a surplus of human power; to have, to hold, and to use when some of the unlooked-for contingencies of life arrive.

"Great street car companies store up in batteries a sufficient quantity of current so that when the producing machinery shall be incapacitated there'll be something to draw on to keep the cars moving.

"Get a battery for yourself in the shape of a bank account, and see that day by day something is stored up for the time when either your producing machinery may be incapacitated or be worn beyond repair."

This thought is timely because the nation is pleading for economy and important because it concerns every one who realizes the need of saving.

MR. DAIRYMAN and FARMER, are you prepared for the "unlooked-for contingencies?" Do you appreciate that the very uncertainties of business make a reserve account necessary?

Be prepared for all emergencies.

Special attention given to the accounts of New England Farmers and Dairymen.

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LARRO-FEED is back on the market again and back to stay. We are now in a position to supply you with any quantity of this "WONDERFUL FEED THAT'S GUARANTEED" for quick delivery through your dealer. We urge our dairymen-friends to get in touch with their local feed dealers and place their orders at once for next year's dairy feed requirements.

Larro-feed



Those dairymen who have used this wonderful feed in the past will need no second invitation. We have been unable to take orders for LARRO-FEED for the past nine months because of our inability to secure all the necessary ingredients. During that time hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits this winter by ordering your supply of LARRO-FEED at once. Better see your dealer about it to-day.

THE LARROE MILLING CO.
3900 Gillespie Bldg., Detroit, Mich.

IMPORTANT NOTICE TO ALL MEMBERS**READ CAREFULLY**

We have sent posters and supplies to all secretaries for advertising and use at the annual meetings of the locals this month. Also a letter to each president and secretary explaining the necessity of making these meetings successful.

What Successful Means.

In urging that the meetings be made successful we mean that a large attendance should be secured, of both members and non-members; the work so far done and planned for the future by the NEMPA should be presented and discussed; the situation should be generally discussed and particularly price of milk, cost of feed, and the various matters relating to producing and marketing milk should be talked over and any ideas and information, that are of value in determining what may or should be done by the local, county and central associations, should be forwarded to this office to help in carrying on the work; all old members who have not signed the form of card in use since June 4 should sign now and also sign the order on dealer for the deduction of dues (**SIGNING THE DUES ORDER ON DEALER IS THE MOST IMPORTANT THING TO DO AT THIS TIME.** We must have all the members on the same basis); the subscription order for the dairyman must be signed by all members who have not signed one as it is required by the Post Office Department.

The members should see to it that live, interested men are elected as officers. Almost everything depends on this. The part played by the local in supporting the NEMPA in its program is largely a matter of officers. If they are interested and active the local and the association will be strong and continue to successfully represent the milk producers and get what they want. If officers are not interested, the local will do little in supporting the work and it will not take many such locals to prevent the continued success of the Association. Up to the present the NEMPA has been a splendid success. It is up to the members to make certain the continued success.

The Most Essential Thing.

Membership is necessary. We must have all old members continue as members. New ones must be enrolled. Only by having all cow owners enrolled can the NEMPA really get the results desired by New England milk producers. This work must be done by the locals. Organizing was a tremendous task and heavy expense. Money comes too hard and is too sorely needed for the work of the Association to spend it sending organizers to renew old members. They must come in through the locals.

Everybody Must Help.

It will be a very simple matter and almost no expense if each member will do his part by seeing the local secretary and signing card, dues order and subscription order. We print elsewhere the blank order on dealer and subscription order which may be

cut from the paper and mailed to this office. It is to the interest of every member that all milk producers belong to the Association as it means that much more strength to enforce the demands of members. You can do yourself no better service than to get your neighbors to join. You must have them in for self-protection.

Paying Dues.

We do not believe milk producers have any desire to avoid doing their share but a great many are not paying dues. This is not fair to those who are paying and it holds back our work. Many sell to dealers who refuse or neglect to deduct dues. If your dealer does not make the deduction you should pay 1-2 of 1% of your milk check to your secretary or send it to this office.

One reason dealers refuse to pay is because so few of the members selling to them have signed orders. We could collect much easier and dealers would respond to other demands much better if all members selling to them had signed orders for dues to be deducted. Please realize how important this is and sign your

**Two Profits In This Feed**

Pay less for feed and get more milk. That is the way hundreds of up-to-date and efficient dairymen are conquering the modern bogey of high cost and small profit.

International Special Dairy Feed

is selling away below the price of corn and oats. It is a far better milk producer than the ordinary grain feed. A cow fed with International Special Dairy Feed will give one to two more quarts of milk daily. Feed it alone or with other home-grown grains at an increased profit to you.

Order Your Winter Supply for Shipment Now

Protect yourself against freight car shortage next winter. Take no chances in the rush then. Our mills are grinding day and night to turn out present orders. See the nearest dealer and order your supply immediately. Remember the name and be sure you order International Special Dairy Feed. Write us today if there is no dealer near you.

INTERNATIONAL SUGAR FEED CO.

Minneapolis, Minn.

Mills at Minneapolis and Memphis

TOP QUALITY**BOTTOM PRICE****BALED SHAVINGS**

The Best **BEDDING** For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.

**The Early Order Gets the Goods**

The railroads are called upon to handle a greater volume of traffic than ever before in their history.

Vast quantities of supplies for our troops at home and abroad must be moved quickly and safely. These have the right of way over all other freight. The crops must also be moved to the seaboard. The strain on the railroads is tremendous. Every car must be loaded as near to full capacity as possible for there are not enough to go around.

Then, too, the Army has taken thousands of skilled railroad men forcing the employment of

many "green" hands. Even so, the railroads are short-handed. Were you to visit one of the great freight yards you would see thousands of loaded cars waiting an opportunity to proceed.

"What has all this to do with farming?" you may ask. Just this—YOU can protect your interests by ordering your Spring fertilizers shipped NOW and at the same time help win the war.

E. Frank Coe's Fertilizers

Reg. U. S. Pat. Off.

1857 The Business Farmers' Standard for over Sixty Years **1918**

In spite of war conditions you can depend on these old time reliable brands to furnish you available plant foods in the right proportions for the needs of your crops.

Mr. J. M. Ward of Maine raised over 404 bushels of potatoes on a measured acre using only our Excelsior Potato Fertilizer 1916.

He writes: "These fertilizers always work well in the planter and produce good results."

Experiments at the Ohio station prove that fertilizers make every hour of labor produce larger returns. **E. Frank Coe's Fertilizers** will help you secure "a greater yield from every field."

— A copy of our book entitled "Corn, the Foundation of Profitable Farming" will be mailed FREE together with the name of our nearest local agent if you will tell us how many acres of corn you expect to raise next season. We want agents in unoccupied territory.

Address Crop Book Department

THE COE-MORTIMER COMPANY

Subsidiary of the American Agricultural Chemical Company

51 Chambers Street
New York City

order at once. If you are not selling to a dealer write "Secretary of..... Local" in place of the name of your dealer and pay your dues to the secretary.

Change of Dealer.

Members who change dealers must sign a new order drawn on the dealer to whom they have begun selling. Cut out the order in the Dairyman and mail it to us properly filled out.

Members who have already signed an order on dealer do not need to sign a new one for 1918 unless they change to a different dealer. Secretaries should see to it that at any time a member changes dealers a new order is signed and sent in.

The officials of the NEMPA are doing all that can be done to benefit the milk producers. The only way more can be accomplished is by better support by Dairymen. Dues must be received and new members secured. This must be done at these annual meetings. The NEMPA has added \$3,000,000 to the milk checks in the past nine months and the dairyman cannot afford to let the Association go back as it must unless the members renew and sign the orders so that dues will be paid to support the work. About one half the membership of 13,000 is on the percentage basis. The other half joined on the per cow plan and have not yet signed over. The locals must get this done now.

Pay your back dues to the secretary at the annual meeting or mail to us any dues not deducted by your dealer.

KNOCKERS PRAYER.

(Continued from Page 6)

Lord, is more than I can bear, although I admit to you, Lord, that the dues represent a very small percentage of the increased price the Association has made possible for me to get for my products. I fear, oh, Lord, that unless you intervene the Association will develop and bring prosperity to the dairy farmer.

Oh, Lord! especially keep every milk producer away from the Annual Meetings of the Local and County Associations, which are being held in January and February, and, if any do go, see to it, oh, Lord, that weak-kneed and unprogressive men like myself are put in to the responsible offices.

Help me and my kind to break up this organization so that the dairy business may fall back into the old rut and enable contractors to dictate prices to us and use us as tools to further their own interests. Make milk producers see, oh, Lord, that, if they will want these benefits, there is no need of joining, for they come to the member and non-member alike, and if any man has been public spirited enough to sign and hastily pay dues, oh, Lord, put it into his head that he can please us again to get them and see the benefit without further dues and that both bread and butter will be made for him. I am, oh, Lord, your unworthy servant.

I am, oh, Lord, your unworthy servant.

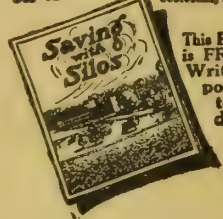
Write for this Complete Silo Book

Tells all about silage and how it increases profit on your cows. Written by men who know every detail of the question from wide experience. It is practical and valuable to every dairy farmer. Tells why U. S. Government and thousands of dairy farmers use

HARDER SILOS

Helpful articles by leading authorities; explains principles of dairy feeding and care of cows; shows what size silo is best for your farm. This book has been commended by experts—it's free to you. Write us a post card today and the book will be sent to you at once.

HARDER MFG. CO.
Box 32 Cobleskill, N. Y.



This Book is FREE Write a postal to-day

Keep Using BUFFALO SHAVINGS



REASONS WHY
1. Pure White Pine
2. Deodorant
3. Absorbent
4. Cheap
Chas. A. Smith, 29 Broadway, N. Y.

The Most Wholesome Milk
In the World is

Holstein Milk

The Most Profitable Cows
In the World are

Pure Bred **Holstein Cows**

Let us tell you the "why" of both



THE HOLSTEIN-FRIESIAN
ASSOCIATION OF AMERICA
Box 300 Brattleboro, Vermont

WHY KEEP COWS?

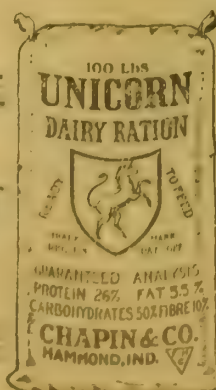
- ❑ Why not let cows keep you? The average cow is insufficiently fed and working two-thirds time. The lost one-third would be nearly all profit.
- ❑ What you want is results not theory. What makes a 10000 lb. or 30000 lb. cow? Simply good feeding methods and the right feed. Our business is feeding cows right.
- ❑ Why did Jolie Topsy make 1032 lbs. fat? She was fed Unicorn Dairy Ration. Unicorn helps any cow do her best.
- ❑ Practice beats theory. You can't fail with Unicorn. Dairying is profitable with good cows. Feed your cows Unicorn and make more money.
- ❑ Don't save fifty cents and miss fifty dollars. Representative leaders of every dairy breed are now using Unicorn with satisfaction. Every bag equally uniform. Send for Cow Testers' Manual free and proofs.

CHAPIN & CO.,

131 State St.
Dept. X BOSTON

A necessity for

successful dairying



Dairymen Attention! Support Your Organization!

Below appears the order on dealers for the payment to the association of membership dues. Every member who has not signed such an order is asked to fill out and sign this blank and send it at once to the office, 26 Broad street, Boston, Mass. If you do not sell to a dealer, fill in the name of the secretary of your local where the word "dealer" appears.

Doing this will save time and

money for the Association, will enable it to receive your dues in small monthly installments and to impress your dealer with the strength of the organization. This plan is used in New York, Chicago and elsewhere. It has the approval of business men, the agricultural press and all other agencies. Thousands of our members have signed these orders and we ask now for the rest. Fill in the name of your local and the blank spaces that follow the word "order."

CUT ON THIS LINE

SECRETARY N. E. M. P. A., 26 Broad Street, Boston, Mass.

Find attached order on

(Dealer)

Name

P. O. Address

for annual dues of

Name

P. O. Address

Member of Local

Signed Organizer
Secretary

ORDER

Date 191 ..

(Dealer)

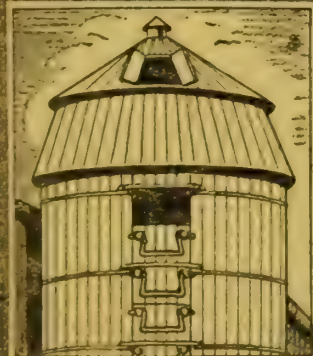
To

The undersigned member of the New England Milk Producers' Association hereby authorizes and directs you to deduct one-half of one per cent from the moneys due or to become due to him for all dairy products sold by him to you, and to pay over the amount so deducted by check to the said Association, at the time of each payment to him of the balance of said moneys. This order is to continue in force until revoked by him in writing.

Signature

Address

CUT ON THIS LINE



"8 Reasons Why I Chose the Unadilla"

I chose the Unadilla Silo and have now bought another because it made good in principle and fact. BECAUSE:-

- 1-It has a unique, simple, real ladder formed by door fasteners—a practical convenience that saves dollars.
- 2-The door opening is continuous and unobstructed.
- 3-Light, non-warpable doors fasten at any point and open at ensilage level to save back-breaking pitching labor.
- 4-Adjustable door-frame insures permanent airtightness.
- 5-Hoops can be taken up 12 inches at door-frame lugs where the Unadilla ladder is always safe and handy.
- 6-Cypress roof, Conical or Gambrel, fitted with folding doors and metal ventilator.
- 7-Steel Cable Anchors hold silo immovable.
- 8-It is so simple and easy to erect that it requires no special hired help to put up.

Learn more about this great silo.
Get catalog, prices and special early order discount offer. Agents wanted for open territory.

Unadilla Silo Company
Box
Unadilla, N. Y. or Des Moines, Iowa



Husky Underwear for Husky Men!

You men who do a real day's work don't want a lady-like underwear.

You want a real, all-wool and -a-yard-wide underwear.

The kind that keeps a man warm and dry when he's out doing heavy work and bucking all kinds of weather at the same time.

Blue or
Natural

Contoocook Honest Underwear

has been on the market for more than fifty years. It's the "Old Reliable"—worn by farmers, dairymen, milkmen, milk wagon drivers, choppers, teamsters, policemen, chauffeurs—and all outdoor men.

Ribbed shirts and drawers—all-wool, soft, warm, thick but light in weight, "natural" or dyed fast blue, don't crock, wash perfectly—no nonsense about them! Look for the trade mark.

Your dealer knows all about this best of all underwear for outdoor workers.



CONTOO COOK HONEST UNDERWEAR

SAVE HALF Your Paint Bills

BY USING Ingersoll Paint. PROVED BEST by 75 years' use. It will please you. The ONLY PAINT endorsed by the "GRANGE" for 43 years.

Made in all colors—for all purposes.

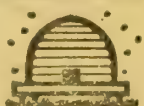
Get my FREE DELIVERY offer.
From Factory Direct to You at Wholesale Prices.
FROM INGERSOLL PAINT BOOK—FREE

Tells all about Paint and Painting for Durability. Valuable information FREE TO YOU with Sample Cards. Write me. DO IT NOW. I WILL SAVE YOU MONEY. Oldest Ready Mixed Paint House in America—Estab. 1842. O. W. Ingersoll, 235 Plymouth St., Brooklyn, N. Y.

Wise Bees Save Money—Wise Folks Save Money

Interest
Begins

JAN. 10



Interest
Begins

JAN. 10

Saving promotes pride and fosters independence.

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK

Incorporated 1869

75 Tremont Street, Boston, Mass.

ASSOCIATION ACTIVITIES

It is generally known that while the Association does not support a collection agency, the officials are always glad to render assistance to members, either by writing to the delinquent debtors, or, when possible, by making personal calls to request payment. In this way the Association has been instrumental in bringing about satisfactory settlement between several producers and dealers.

A short time ago information was received to the effect that certain producers in the vicinity of Cotton Valley, N. H., had been cut in one month's milk checks a total of around \$125.00. The matter was immediately taken up with the dealer, and checks for the balance due were sent out.

Producers shipping milk to Boston and Worcester from points on the Cheshire Branch have for years been required to ship on the train leaving Bellows Falls at about 5.00 o'clock in the morning. Driving from 1 to 6 miles with the thermometer below zero and loading milk onto a train around 5:00 a. m. is no joke. Through the co-operation of the NEMPA and other interests, shipping privilege on a mid-day train was secured.

A member living within a half mile of the West Hollis, N. H. station was time after time refused the privilege of shipping his milk from that station, and had been required to carry his milk to another station some three miles away. He at last appealed to the Association, and within a week the desired service was secured.

A small dealer in So. Boston buying milk from members in the vicinity of Tilton and Laconia, N. H., experienced considerable difficulty in returning empty cans to his producers. Although he was buying only about 70 cans of milk per day, he had around 600 empty cans in transit, and still producers were not receiving enough. The Association discovered that the train men were handling the cans to suit their own convenience, and that instead of transferring cans at Con-

cord they were carried to Woodsville and then sent back down to Laconia, some 200 miles unnecessary distance, on the milk train. The matter was taken up with the Railroad and proper service secured in short order.

There was a time when dealers could play one with the other in beating the farmer, but that practice is almost ancient history now. However, we find that occasionally history tries to repeat itself.

A short time ago the president of a local notified this office that the dealers who were buying their members' milk had notified the producers that they would not pay Association prices but offered about 5c per can less.

Some 400 cans daily were involved. Within a few hours a new market was secured for the whole lot of milk, but when the dealers saw the Association meant business they immediately agreed to pay the schedule price rather than lose their supply of milk.

Satisfactory markets have been found for a considerable quantity of dairy butter. In one week a market was found for 150 lbs. weekly, at a price substantially higher than commission houses were paying.

Every week the Association secures markets for many cans of milk. One day recently a member in Amesbury, Mass., telephoned that his dealer would discontinue taking his milk Jan. 1st. In less than 15 minutes his milk had been sold to another dealer.

IDEAL SILOS

Hav You Been Short of Sugar?



Do not get caught the same way on your silo. Silo manufacturers are short of material. Embargoes and car shortages are sure to keep us from receiving our usual supply. This means higher prices for silos and doubtful deliveries later. BUY NOW. Plan to plant corn and fill a silo. GRAIN will be higher next year. Buy an Ideal Silo because it LASTS & LASTS & LASTS.

BENNETT BROS. CO.
Box 56 LOWELL, MASS.

THE Cost of Feeds Plays Only a Small Part in the High Cost of Milk Production

Is the cost of dairy feeds to blame for the high cost of milk?

With the plain facts of the situation in mind, one of the leading papers for dairymen is prompted to say:

"If this feed were furnished to dairymen for nothing, it would reduce the price of milk only 85 cents a hundred pounds. This indicates that the cost of milk today is attributable to other factors than the high cost of grain by-product feeds."

But even if the greater cost of these dairy feeds does play only a small part in the greater cost of milk production, the dairyman faces serious conditions this winter.

He must keep a keen eye open for economies all along the line, selecting and mixing his feeds more carefully than he ever has had to do before.

He should look into the digestibility of the available feeds, and he will find

BUFFALO CORN GLUTEN FEED

At the top of the list in digestibility. There is a very small per cent of Buffalo that the cow cannot make use of.

The experiment stations are publishing "wartime rations" based on wartime prices of feeds, and Gluten Feed has a large place in nearly all of them.

CORN PRODUCTS REFINING COMPANY

NEW YORK

CHICAGO



Guernseys



Butter Fat at Lower Cost Per Lb.

No other breed can produce rich golden butter fat as cheaply as the Guernsey.

Official yearly records show—one cow has given 24,008 lbs. milk and 1,098 lbs. butter fat. Seven cows average over 20,000 lbs. milk and 1,000 lbs. butter fat.

Over 1,000,000 Guernseys average over 100 lbs. of milk and 500 lbs. butter fat a year. Write for the "Bury of the Guernsey Cow."

American Guernsey Cattle Club
Box T Peterboro, N. H.



"Quality in Feed is Economy in Feeding"—

Therefore

feed—

UNION GRAINS

The **First**, the **Purest**, the **Greatest**
Dairy Ration ever made.

Manufactured only by

THE UBIKO MILLING COMPANY
Cincinnati, Ohio

Boston Office, 73 Tremont Street

Dirigo and Standard Silos

have been manufactured for eighteen years with ever increasing popularity and sales.

Buy Your Silos Now

Never did so little of your farm products purchase a silo; never did you need one so much.

Sold Direct to You

Send for catalog and prices.

STEVENS TANK & TOWER CO.
AUBURN, MAINE

A B C THE WRIGHT For Dairymen

APRONS

BOTTLES

CANS

DELIVERY CASES

ELECTRIC MOTORS

FILLERS

GLASSWARE

HARDER SILOS

ICE BREAKERS

JACKETS

KNIVES

LITTER CARRIERS

MILKING MACHINES

NOISELESS HEATERS

OILS

PASTEURIZERS

QUEVENNE LACTOMETERS

RIPENERS

SEPARATORS

THERMOMETERS

UNIVERSAL CHURNS

VATS

WASHERS

XACTLY WHAT

YOU WANT

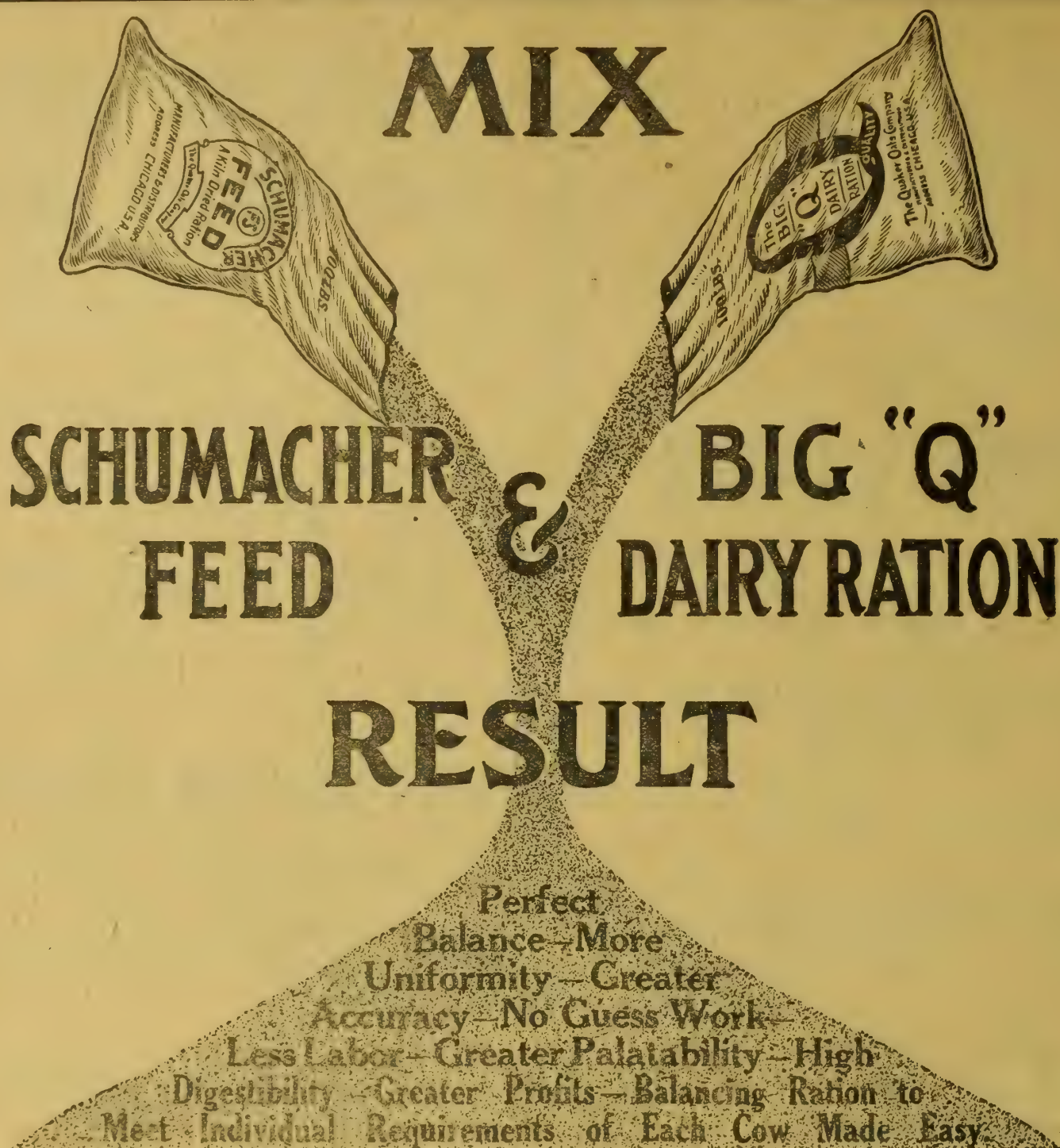
ZEAL IN SERVICE

A Complete Line of DAIRY, CREAMERY AND FARM EQUIPMENT

HENRY E. WRIGHT & SONS, Incorporated

12 SOUTH MARKET STREET, BOSTON, MASS.

18 LONSDALE STREET, PROVIDENCE, R. I.



SCHUMACHER FEED

for almost half a century has been giving the most satisfactory results as the maintenance or condition sustaining part of the dairy ration, as well as a complete feed for dry cows, young stock, horses and hogs. The fact that it has had a very important part in the making of many of the present world's records for the largest yearly productions of milk and butter, shows that it is actually giving dairymen the results desired. SCHUMACHER FEED is a uniform scientific mixture of the by-products of corn, oats, barley and wheat, finely ground, thoroughly kiln-dried.

BIG "Q" DAIRY RATION

fills the dairymen's long expressed desire for a high protein mixture that will supply the protein part of the ration in as satisfactory a manner as SCHUMACHER FEED supplies the carbohydrate or maintenance feed.

BIG "Q" DAIRY RATION is a uniform scientific mixture of linseed meal, cottonseed meal, oatmeal by-product, gluten feed, dried corn distiller's grains, bran, hominy feed and corn solubles.

SCHUMACHER FEEDING PLAN SUGGESTIONS

To Dry Cows	4 parts Schumacher Feed 1 part Big "Q" Dairy Ration	To Fresh Cows with Green Feed	2 parts Schumacher Feed 1 part Big "Q" Dairy Ration
General Herd Ration with Ensilage or Roots	1 part Schumacher Feed 1 part Big "Q" Dairy Ration	Test Ration	1 part Schumacher Feed 2 parts Big "Q" Dairy Ration (Increase Big "Q" Dairy Ration if cow can handle more protein without bad effects.)

You will find in these two wonderful result producing feeds, that ideal combination of a variety of proteins and variety of carbohydrates you have been wanting—looking for—wishing for—a long time. Go to your dealer, get a supply, and let your cows prove for you all and more than we are able to tell you in this advertisement.

Unmixed feed materials mean guess-work, uncertain uniformity, unsatisfactory results, greater cost, more labor.

Why use unmixed feed materials when it is possible to secure SCHUMACHER FEED and BIG "Q" DAIRY RATION, the uniformity of which are guaranteed.

The Quaker Oats Company, Boston, Mass.

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS
Issued by the New England Milk Producers' Association

Volume 1. Number 11.

BOSTON, MASS., FEBRUARY, 1918

50 Cents Per Year

New England Dairymen's Meeting Big Program, Big Plans, Big Men

Annual Meeting N. E. M. P. A., New American
House, Boston, Thursday, Feb. 28th

Hundreds--Perhaps Thousands--Will Attend

New England Conference on Rural Progress Next Day---Reports and Election of Officers
Plans for Future---Joint Program of all Agencies for Dairy Development---Cooperative
Buying Corporation Launched.

The annual meeting of the New England Milk Producers' Association will be held at the American House, Boston, Thursday, Feb. 2, 1918, beginning at 10 a. m. The business meetings will be open to all members of the Association. Only accredited delegates, who are County Presidents or their alternates, can introduce business or vote but the privilege of debate will be extended to all members. The same privilege will be extended to invited guests, who will be the Commissioners of Agriculture, Directors of Extension work, Presidents of State Dairymen's Associations, Masters of State Granges and the County Agents of all the New England States and of eastern New York. The New England Federation for Rural Progress will meet on Friday and Saturday, March 1st and 2d and the meeting of the NEMPA will be considered as the first day of what is expected to be the biggest agricultural conference ever held in New England.

On the evening of Thursday there will be a dinner at the American House to which all the members of the New England Federation, all members of the NEMPA, the milk distributors, the New England Regional Milk Board, Representatives of the Boston Chamber of Commerce and of the State and Federal Governments are invited. It is planned to make this the greatest "get together" meeting ever held in the interest of New England dairying. Hon. John S. Murdock of Providence R. I., has been asked to preside and the following prominent men have been invited to speak:

R. D. Cooper of New York, Pres. Dairymen's League, "The Organization."

E. L. Bradford, Auburn, Me. Treas. and Gen'l Mgr. Turner Center Dairying Ass'n "The Distributor."

R. W. Bird, Boston, Chairman Chamber of Commerce Committee on Agriculture, "The Business as a Business."

G. C. Sevey, Springfield, Mass. Editor New England Homestead "The Producer."

P. R. Allen, Walpole, Mass., Chairman Regional Milk Board "The Government."

Hon. H. C. Attwill, Boston, Attorney General of Massachusetts "The Consumer."

J. L. Brooks, Springfield, Mass., Pres. Eastern States Exposition, "The Future."

During the day meeting the plans of the recently incorporated cooperative organization for buying grain and other supplies for members of farm organizations in New England will be presented.

On Friday the Rural Conference will continue the discussion of dairying. The program will be found in another column.

It is expected that the Friday meetings will be held at the Parker House.

The most important business meeting of the NEMPA at the American House Thursday, Feb. 28, will be the reports of officers for last year, the election of a new board and the adoption of a program for the coming year.

Secretary Pattee has in preparation an outline of future work for the NEMPA which will be submitted for

consideration at the annual meeting. It is hoped to unite all the agricultural agencies of New England in a program of development for New England dairying. To this end a preliminary conference of agricultural leaders has been called at Boston on Thursday Feb. 14 at which it is hoped to agree on certain activities in which all New England can act as a unit. These will doubtless include matters of legislation, the extension of the weight and test system of milk purchase under improved safeguards, the development of cooperative country milk plants and similar activities.

The stage is set for the biggest, busiest and best dairy meeting ever held in New England. Every producer who can should attend. Let's make it an occasion the dairymen, dealers and consumers will remember. Everybody come.

Every member of the NEMPA should if possible attend the annual meeting of the NEMPA at the New American House, Boston, Feb. 28th. All sessions will be open to all members. Only duly accredited delegates can vote but all members may speak to any question. Only members of the Association or invited guests will be admitted. Fill out the form below and present it to the Credential Committee at the hotel office, who will issue an admission ticket.

CREDENTIAL

Annual Meeting, N. E. M. P. A., New American House,
Boston, Feb. 28, 1918.

I am a Member of Local

Name

Address

NEW ENGLAND FEDERATION FOR RURAL PROGRESS.

March 1 and 2.

This federation was formed in 1907 for the purpose of bringing together in closer unity of purpose and method of work the various agricultural organizations of New England. It has become sort of a clearing house for these various activities. Through its various committees an attempt is made to coordinate the work of various sorts, suggesting the filling in of certain gaps and the elimination of certain duplicating work.

The New England Federation for Rural Progress holds an annual meeting each year, usually of two or three days' duration. The first day or two are usually taken up with group meetings of persons who have various activities in common. For example, the agricultural extension di-

rectors of the different New England States, meet and discuss their problems; the commissioners of agriculture hold another meeting; the women, another; the milk interests another; and so on, each group working out its own program. Last year, there was held a very important milk meeting at which time milk questions which concerned all of New England, were discussed. It has been suggested that another milk session be held this year.

The New England Milk Producers' Association has been urgently requested to join in this federated movement for New England. The N E M P A has invited other milk interests to a "get together" February 28, at the American House, following the business sessions of the annual meeting held during the day. At this meeting on Thursday evening there will be a dinner and informal speaking. The tentative program is printed in another column.

On Friday, March 1, there will be another milk meeting of a little more formal nature, with speakers on the different phases of the milk business, as follows: Morning session, Mr. Richard Pattee, Secretary, New England Milk Producers' Association; Mr. R. D. Cooper, President, Dairymen's League. Afternoon session, Mr. Isaac Whiting, D. Whiting & Sons, speaking from the standpoint of dealers; Dr. George F. Warren, Department of Farm Management, Cornell University. In the evening, it is proposed to secure Dr. Harvey W. Wiley, formerly, Chief of the Bureau of Chemistry of the U. S. Department of Agriculture, and Mr. Reginald Bird, Chairman of the Committee on Agriculture of the Boston Chamber of Commerce. These meetings on Thursday evening and Friday should be some that will not soon be forgotten by the New England dairymen.

On the last day of the Federation, Saturday, March 2, there will be a big meeting in Faneuil Hall at which all of the groups will come together and prominent speakers will be heard. The details of this program have not been completed as yet.

The following are at present officers of the New England Federation for Rural Progress:

President, Hon. E. S. Brigham, Commissioner of Agriculture, St. Albans, Vermont; Vice-President, Chas. D. Woods, Dir. of Experimental Station, University of Maine, Orono, Me.; Secretary-Treasurer, Dr. Arthur W. Gilbert, Boston Chamber of Commerce; Executive Committee: H. J. Baker, Director of Extension Service, Storrs, Conn.; Dr. Kenyon L. Butterfield, Pres. Mass. Agricultural College, Amherst, Mass.; W. N. Cady, Master, State Grange, Middlebury, Vermont; Andrew L. Felker, Commissioner of Agriculture, Concord, New Hampshire; John S. Murdock, Providence, R. I.; C. O. Purington, Lecturer, State Grange, Topsham, Me. Committee on Distribution and Transportation: John S. Murdock, Providence, R. I. (chairman). Committee on Conservation: Dr. John Philip Street, New Haven, Conn.

"The Dairyman is indispensable."
A Lawrence, Mass. member.

Don't miss the biggest dairy meeting ever held in New England Feb. 28.

SURPLUS

The Problem of Market Milk. How Shall it be Met.—Plans Discussed.

New England must deal with a problem, country wide but less acute in New England than in most large market districts. If it can be solved anywhere it can be solved here so far as physical conditions are concerned, but New England conservatism and experience are tremendous barriers to any attempt at a constructive revision however needed and however wise.

Let us consider briefly New England's geography. She is bounded on the south and east by the ocean, on the north by vast undeveloped areas and a foreign country, on the west by an excellent agricultural region well adapted to dairying, but from which dairy products are drawn to the great cities of New York. So far as milk production is concerned New England is hemmed by almost impenetrable walls. Her consumers cannot expect to go much farther than her boundaries for a supply of market milk.

Within those boundaries there is a constantly increasing population in all the important market centers. Especially since the war, city and village industries have largely increased their working forces at greatly advanced wages. There is in New England a constantly increasing number of people to be fed and a constantly increasing ability to pay for the necessities of life. But in the rural communities population has decreased, farms have been abandoned, stock has disappeared and milk production has decreased. The best available figures show a decrease of nearly 100,000 milch cows in the last five years in the territory supplying dairy products to New England markets. It is evident that unless something occurs to check present tendencies New England production and consumption will meet. In fact now a few hot days in summer or an unusual demand in the fall sends dealers scurrying about to secure enough milk to meet even a temporary and slightly abnormal condition. New England under present conditions practically absorbs her milk production at certain seasons or under certain conditions.

There are peculiar limitations to the city milk supply. Small cities draw their milk supply almost entirely from the nearby territory. Cream is obtained from longer distances but milk comes largely from within a radius of 20 miles. Cities like Portland, Me., Manchester, N. H., and Springfield, Mass., get part of their supply near by and part from distant places. Boston draws its milk from distances as great as 350 miles.

The movement of milk by rail is limited by several factors. For instance, the R. R. rate by the car-load is less per quart than the less-than-car-load rate, hence the tendency to

limit purchases to territory from which milk can be drawn in car load lots. A regulation of the railroads provides that milk car service, with ice in summer, heat in winter and a caretaker, to handle the milk, can be had only in sections that offer for shipment a certain amount of milk daily within a run of forty miles. Competition of various kinds, like local markets, creameries, condenseries, etc., may permanently or temporarily divert a part or the whole of a local supply.

Before a permanently satisfactory adjustment of any problem can be reached accurate knowledge of the conditions affected must be had. Before the surplus problem can be solved we must have better information of the amount and locality of New England's milk production.

It is however safe to say that at all seasons there is more milk made in New England than can be there consumed as whole milk. The excess production above consumption as whole milk is for the purpose of this problem "surplus". That part of this excess which by reason of location or other considerations finds a more profitable use than in sale as whole milk may be eliminated. Such part is mainly that which is located at a distance from R. R. shipping points or in territory not so served by R. R. facilities as to be profitably shipped. An increased price will automatically increase the territory from which milk will be drawn unless the by-products of milk, chiefly butter, advance correspondingly in price.

Speaking generally there are three chief causes of commercial surplus, that is of excess milk offered on the market.

1st. Seasonal surplus, or the excess caused by increased production at certain seasons, without a corresponding increase in consumption.

2d. Price surplus, or such excess over normal supply as is created by a price that attracts milk to the market as whole milk that had previously been manufactured.

3d. Decreased Consumption not corresponding to production. This is peculiarly apparent when prices rise leading to the use of less milk and to substitution of condensed for whole milk. The general movement toward economy, the propaganda of State and National Food Administrations and similar causes operate to lessen consumption, creating a market surplus.

There are several combinations of causes for surplus. Seasonal increase in production may combine with similar under consumption. Thus when the supply is increasing in the spring, weather conditions may make sales fall off rapidly. The present sugar shortage is doubtless partially responsible for surplus in many markets. The erection or abandonment of creameries is important. The opening of a new creamery may take from a territory enough milk to cause the withdrawal of iced car service, thus shortening the available supply by far more than the creamery itself uses. The reverse condition may throw an extra car load into the market. The tendency of dealers is to

insure against future shortage by taking on dairies they do not need during the flush period. The offset of breeding for production during the short season is small. It is popularly supposed that spring pasture production is much the cheapest. Unless winter prices are very high farmers will stick to the plan of making milk when it can be done with the least outgo in feed and labor and that is early summer. Of late winter and fall prices have not been high enough to stimulate breeding for production then, a condition not easily established or maintained.

The surplus problem is as old as the milk distributing business. It has always been blamed on the farmer. Dealers and consumers have claimed he was responsible for overproduction and should bear the loss in it. This view is only partially correct. Milk like water flows more freely in the spring time. It is useless to try to equalize the flow unless there is sufficient reward to make the operation pay. And even then it can only be partially done. If the dealer wants an even supply he must find some way by which the added expense of winter production can be more than offset by higher prices. It is useless to urge farmers to produce in the short months for the sake of a bet-

The future of our industry depends on our interest in it. Attend the Conferences in Boston Feb. 28 and March 1st.

ter price the year round. The better price must be enough better in the short months to more than make production at that time pay. It is not enough to meet the advanced cost of fall and winter production. That may and often does simply amount to making the farmer's loss as small in the short months. The farmer will on the same loss or profit per quart, make the most milk when it can be made easiest.

Various plans have been devised to handle or control surplus.

1st. A split price, with a pooling plan. Under this arrangement all milk all dealers bought would be pooled. From it what was sold as whole milk would be taken and paid for on an agreed milk price. The left over would be considered surplus and paid for on a butter fat basis. This is substantially the plan proposed by the Boston Chamber of Commerce, with certain safeguards. As it was operated years ago it was found exceedingly objectionable. It was to the advantage of the dealer to buy milk on the surplus price. His business was insured against loss. He made money on surplus and was accused of tricky accounting and crooked dealing to throw as much as possible of his purchases into the surplus class. There was much premium on sharp practice, producers and dealers were in a constant quarrel whether there was any surplus and if so how much. Producers investigating committees were accused of inefficiency or worse. The system proved so unsatisfactory that it ended in an historic strike, which producers claimed to have won, not

because they got their price but because they got rid of the surplus contract system.

2d. The Knapp plan. This system gave each farmer a rating with the understanding that if he made more or less than his rating, prices should drop accordingly. It penalized him if he increased or decreased his herd. A man who afterward became Governor of his state, not knowing the terms of his contract, so increased his production that he decreased the price per quart to about 1c. Under the Knapp plan price shrinks as production shrinks. Price should rise as production shortens.

3d. Graded price. By this arrangement the dealers pay a fixed price for all the producer makes, the price for the whole being low enough to enable the dealer to handle the surplus. This price varies according to production, being lowest when production is heaviest. Its chief advantage lies in a market for all the milk at a fixed price but it is objectionable in that producers never know what allowance from whole milk price is made for surplus, that such allowance may be made when no surplus exists and the variations in farm price not being reflected in consumers' price misunderstanding and ill feeling arises. The graded price system is general throughout the country. Under it prices announced in advance are based on guesses as to surplus and the allowance up or down for handling it. It is safe to say that when dealers alone set prices, the guess on surplus was big enough to make it a sure thing.

Plans for surplus have been printed in our November and January issues. The Chamber of Commerce proposes practically the old pooling system with two new features.

1st. Dealers are to keep accurate sworn records, and amount of surplus is to be determined by public authority.

2d. Surplus is to be handled by the dealers without profit.

The detailed execution of this plan especially among small dealers would be difficult. It might work but if not handled skillfully and honestly tremendous hardships might arise.

The NEMPA apposed any surplus plan for Jan., Feb and March. It demanded time in which to study and lay before its members, any plan that might be proposed. It agreed to a plan under which 4+ mills per quart should be added to the consumers price to enable dealers to carry the nominal surplus expected in the above months. The understanding was that dealers should continue to take all their regular producers made, charging the public enough more for what it bought to enable the dealers to sustain the loss on the unsold milk.

At the annual meeting Feb. 28 the dealers committee and the Chamber of Commerce will present the situation and the proposed surplus clause for the delegates consideration and action.

"I wish to extend my appreciation to the New England Milk Producers' Association for the valuable work which they have done in my county."

A County Agent in New York.

CHAMBER OF COMMERCE STATEMENT.

For generations past the law of supply and demand has regulated the buying and selling price. When there is not enough of a given commodity to go around, the buyers bid against one another for the product, thus raising the price. When the price has advanced to a point where the profit becomes attractive, new producers enter the field, attracted by the visible profit, and those already in the industry redouble their efforts. After a time the supply gradually equals the demand, and then exceeds it, and the buyers are offered more than they can accept. They at once begin to play one seller against another for lower prices, until the selling price gets to a point where there is a little or no profit to the producer, who gradually loses his interest or turns his efforts to other lines of industry. Gradually, through lack of productive effort, the quantity produced falls below the demand, and another cycle of advancing prices commences.

From time immemorial wherever price fixing has been resorted to by any government without full consideration for the law of supply and demand, it has been a failure and has always reacted upon the heads of those whom it has sought to protect. Realizing that the New England farmer was not receiving a sufficient return for his milk, the New England Regional Milk Commission established a price for the farmer with the idea of giving him a reasonable return on his investment. Owing to the fact that New England is not to any great extent a butter producing section (that is, in comparison to the real butter producing sections of the country) the butter fat value of the milk was not taken into consideration in the prices fixed, and milk was treated almost entirely on the cost of the production of fluid milk.

It was a very sincere effort on the part of the Commission to assure the farmer a selling price which his cost warranted, and to provide that he would receive this price for at least the months of January, February and March. The time limit was fixed for the purpose of seeing how it would work out, and is subject to change April 1st provided it is determined that it is unfair to either the farmer, dealer, or consumer. As I see it, it now depends upon the business ability and farsightedness of the farmer whether prices can be maintained to him which will continue to yield him a reasonable profit, or whether by his shortsightedness he will still insist on a continuation of the old system which will ultimately compel the recognition by the Commission of the law of supply and demand.

Under the old system the farmer has insisted that the dealer contract for all of his milk without consideration as to whether the dealer could take it all at certain seasons or not. From the recent audit of the Boston dealers' books by the Attorney General of Massachusetts, working in conjunction with the Agricultural Committee of the Boston Chamber of

Commerce, it has been clearly shown that at certain periods of each year the dealers have lost money. This was frequently due to the fact that they were compelled to take more milk than they required from the farmer, and convert the surplus milk into cream, butter, casein or like products, which, on account of competition with other districts of the United States, of a necessity had to be sold by them at a loss. In mercantile business throughout the country it is an unwritten law that if the producer of an article makes more than is required to supply the consumers, the loss ultimately falls on the producer. For instance, if the iron mines of the country produced more iron ore than the Smelters and Steel Mills could manufacture and sell, the mines would have to shut down until the surplus was sold. No smelter or steel mill would contract with the mines under normal times, to take all they could produce, as if business fell off, they might have to shut down their steel mills, but the ore would continue to pile in upon them until it might put them into bankruptcy.

There is a difference of course between the production of milk and mining iron ore, as the mine can shut down, but the cow goes on giving milk just the same. While the method of production is different, the underlying principles of supply and demand are the same. Owing to the fact that the cow cannot be shut down, we may have to apply a different remedy, but if the farmer wishes to continue enjoying a reasonable

Dairymen should show their patriotism by getting together at Boston Feb. 28 and March 1st to boost their business.

profit, a proper solution of this surplus problem must be adopted.

Before suggesting the remedy, let us review the situation:

Butter prices are set in the Middle West, where the largest quantities of butter are produced. This butter is shipped to New England, and the New England creameries must meet these prices or they cannot compete. The same is true of cream, which is shipped in to New England from Canada. When the farmer was getting from the city dealers 3 1-2 to 4 cents for his milk, the creameries of New England located frequently some distance from the railroads could pay a price to the farmers located in their districts which was fully as favorable as that offered by the dealer, and which would enable them to convert the milk into butter, cheese, cream, etc. and compete with the outside competition on these products. This situation has changed. The price of butter, cream, etc., has not advanced in other markets in proportion to the advance on Whole Milk in New England, the result being that the creameries in the country are unable to pay as high a price for milk to be converted into these products as that set for it as whole milk. The natural result is that the farmers in those sections which have formerly sold their

(Continued on Page 10.)

SCHEDULE OF PRICES

In Effect From January 6 to April 1, 1918

PRICE OUTSIDE OF MASSACHUSETTS.

Zones	Miles	8½ Qts.	21¼ Qts.	40 Qts.	Cwt. in 40 Qt. Cans
3	41 " 60	.634	\$1.613	\$3.052	\$3.548
4	61 " 80	.627	1.598	3.025	3.517
5	81 " 100	.619	1.583	3.000	3.488
6	101 " 120	.614	1.569	2.976	3.459
7	121 " 140	.607	1.557	2.953	3.433
8	141 " 160	.601	1.545	2.931	3.408
9	161 " 180	.596	1.533	2.910	3.383
10	181 " 200	.590	1.521	2.890	3.360
11	201 " 220	.585	1.510	2.870	3.337
12	221 " 240	.579	1.499	2.851	3.315
13	241 " 260	.575	1.488	2.832	3.292
14	261 " 280	.570	1.478	2.813	3.270
15	281 " 300	.565	1.468	2.794	3.249

MASSACHUSETTS PRICE.

Zones	Miles	8½ Qts.	21¼ Qts.	40 Qts.	Cwt. in 40 Qt. Cans
1	1 to 20	.765	\$1.915	\$3.606	\$4.191
2	21 " 40	.718	1.796	3.381	3.93
3	41 " 60	.648	1.621	3.052	3.548
4	61 " 80	.642	1.606	3.025	3.517
5	81 " 100	.637	1.593	3.000	3.488
6	101 " 120	.632	1.580	2.976	3.459
7	121 " 140	.627	1.568	2.953	3.433
8	141 " 160	.622	1.557	2.931	3.408
9	161 " 180	.618	1.545	2.910	3.383
10	181 " 200	.614	1.535	2.890	3.360

Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

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COOPERATIVE BUYING.

Organization Incorporated, Plans Ex- plained to NEMPA at Annual Meet- ing.

The plans perfected for the cooperative purchase of grain, seeds, fertilizers and other commodities, by the farmers of New England, will be explained in detail at the annual Meeting of the NEMPA at the American House, Boston, Feb. 28th. The buying corporation organized through the efforts of the Eastern States Agricultural and Industrial Exposition, to whom the matter was referred by the NEMPA has been formed and incorporated under the special Massachusetts law passed at the last session to permit the NEMPA to be incorporated. The problem of organization, financing and distribution has been thoroughly worked out by experts and the plans have the endorsement of business men, government officials and students of farm problems. It is designed to simplify every problem to the greatest possible extent, to work in conjunction with present buying organizations where possible and to use present activities, especially the NEMPA, to establish cooperative purchasing upon a uniform plan throughout New England.

Present conditions are favorable to the success of a cooperative buying system. In one New Hampshire county grain has been so handled this winter at a saving to the farmers of about 30 per cent. The continued production of milk depends on ability to make a living in the business. There comes a time when selling price cannot be increased. People simply refuse to buy and turn to substitutes like the Western Condensed. Thus it becomes necessary for the farmer to reduce the cost of production. Cost is just as important as price. Many farmers realize that it is up to them to cut costs as well as raise price. The two great costs are labor and grain. Labor is and will be high priced and hard to get. The papers report great quantities of grain, especially corn, rotting in the west, while eastern

farmers are paying famine prices. The way to move this product from where it is wasting to where it is needed is for all New England to get together to do it as one man. This is what Cooperative purchase would mean. It would help the western farmer to a safe cash market for his crop and help the eastern farmer to reduce his costs and add to his net income. The Eastern States has worked out its plans in cooperation with Government experts, on business principles and will present the matter in full at a meeting which no progressive dairyman should miss.

1918 PROGRAM.

This issue of the Dairyman is delayed. It was planned to print a statement of the work accomplished and plans for the future of the organization. It is absolutely impossible to prepare these matters and carry on the work of the office, which is deluged by reason of the surplus for which we are trying to find markets, and the extra work occasioned by the reports from Annual Meetings of locals. We want every local secretary who has not done so to report his Annual Meeting immediately in order that the books may be in proper shape at this office.

A conference of the leaders in all the agricultural movements in the New England states will be held at the Chamber of Commerce February 14th to consider a program for the coming year. Plans for the future of the NEMPA will be submitted to that conference for the purpose of getting an endorsement. It is hoped that we can line up all the different organizations in the several states behind the work of this Association.

This program will deal with:—

First: Legislation, more especially with regard to uniform systems of sanitary inspection for all markets and in all states. A legislative program along these lines will be worked out for submission to the Massachusetts Legislature now in session, with the hope and expectation that it can be made uniform throughout New England at the several state legislatures next year.

Second: Test, a plan by agreement of all dealers, or uniform legislation in all the New England States for weighing and testing by public officials or parties not employed by either dealer or producer.

Third: Surplus, a plan submitted by the Chamber of Commerce and endorsed by the dealers involving separation of the milk sold as market milk from manufactured milk, with a separate price for the latter based on butter fat test, handled by the dealer without profit.

Fourth: The system of country plants owned and operated by the producers through which both whole milk and surplus can be marketed co-operatively.

Fifth: City plants, either municipal, co-operative, or corporate, operated without profit for the benefit of both producers and consumers.

Sixth: Advertising, A program of publicity involving the expenditure of considerable sums raised by producers and dealers to increase the use of milk in its most profitable form.

If you are interested in your
business help solve its problems
at Boston Feb. 28 and March 1st.

ACHIEVEMENT LIES AHEAD.

The first year is up and it has been well worth while. There has been a lot of hard work for many people. The results speak for themselves.

We must look forward, not backward. Achievement lies ahead. Having built a strong and successful organization there must be no hesitation. The only way to keep what we have gained is to go forward. Nothing stands still. There is either progress or reaction.

There are many reasons why every milk producer should be in the NEMPA. Every branch of the business has been benefitted. The plans for this year should enlist the support of every dairyman.

The spirit of unity and co-operation is abroad. Let us take advantage of the enthusiasm that has been aroused and put our program through.

We must make the NEMPA the marketing agency for the dairy products of New England. It can and must be done.

To do this requires only that the brain power of our members be put to work constructively.

We want every man who has ideas of what the NEMPA should accomplish, and how, to write to the Dairyman.

The counsel of the men who can and will do things is needed and a council of such men should be co-operating to get results.

H. F. KENDALL.

Prices Established for Worcester to be Effective January 28, 1918.

The Federal Milk Commission for New England authorized the following announcement of its findings concerning the price of milk in the City of Worcester, to take effect Monday next, January 28, and to continue for three months, or until modified by the Commission during said period.

After hearing the evidence presented the Commission determines that the price of milk to be paid to producers shall be 8 1-2 cents per quart f. o. b. Worcester, and that the price to be charged by distributors for bottled milk delivered to the family trade shall be 13 1-2 cents per quart.

The Commission further finds that the wholesale bottle and can milk price may be advanced an amount equal to the advance paid the farmers above present prices.

The Commission has reason to hope from the evidence presented that, at the end of the three months' period a reduction to the consumer can be made from the prices now determined as reasonable.

Federal Milk Commission for New
England,

PHILIP R. ALLEN,
Chairman.

Some question arose as to the proper interpretation of the order of the regional milk boards which stated that farmers should receive 8 1-2 cents per quart for milk delivered at the city "plant." Some dealers claimed that meant the farmers should stand

the cost of trucking from the R. R. delivery platform to the dealers milk plant. The following letter explains the situation:

January 24, 1918:

Dear Mr. Hoar:

Your letter of January 19 is just here. You are right, it was a misprint in the findings of the Milk Commission. It should read "City Platform" in stead of "City Plant." I believe all the dealers as well as your association have interpreted it in this way. Unless some other question comes up we will leave it as it is, but you may file this letter as authority in case the question does come up.

Very truly yours,

Federal Milk Commission for New
England,

P. R. ALLEN,
Chairman.

February 11, 1918.

Mr. Richard Pattee,
26 Broad Street,
Boston, Mass.

Dear Sir:

"Since there is such an abundant supply of milk at the present time, and of course there will be a great deal more, it becomes a problem to handle the whole amount. We certainly cannot sell it as whole milk and can only manufacture it into butter, cheese, casein, etc.

"For this reason, it seems imperative that some arrangement be made for handling the supply which is now in excess of the sales. If such an arrangement is not made, it will undoubtedly result in a hardship to the farmers who are not able to dispose of the product at all, or if they do dispose of it, sell it to someone who will come into the market and undersell other dealers, thus breaking the market price and thereby causing a general reduction in price for all milk purchased."

Yours very truly,

H. P. HOOD & SONS.

MILK COMMITTEE WILL FIND MARKET.

The following statement is a copy of what appears upon Page 8 of WEEKLY BULLETIN Trade and Technical Press Section U. S. Food Administration, Washington, D. C., Vol. one, January 19, No. 22.

"Producers of condensed skimmed milk feared that the recent Food Administration regulation limiting the milk content of bread would damage the market for their product, according to the Baker's Helper, and endeavored to enlist the bakers in a movement to have the regulation modified. The war committee of the milk industry, hearing of this contention, has issued a statement to the trade to the effect that there is an ample market abroad for all forms of condensed milk at prices which will permit manufacturers to pay the prevailing schedule to farmers. If any manufacturer of condensed skimmed milk finds himself with a surplus on hand the war milk committee will guarantee a market abroad."

WEEKLY BULLETIN

Trades and Technical Press Section U. S. Food Administration,
Washington, D. C.

Every local should have a membership committee at work bringing in the non-members. It is to the interest of all to have every milk producer enrolled as a member.

Advertise Milk

We have often called attention to the need of advertising milk as a food product. We believe there is a great opportunity to create an increased use of milk, by proper publicity. In this work dealers and producers should cooperate. It seems to us that when a demand for such things as breakfast foods can be created to the extent that millions of dollars are made in that business, it ought to be easy to create a greater demand for an essential food article which is cheaper and better than any other food in the market.

We simply lack leadership and money. The NEMPA should supply leadership and its part of the money.

Read the following from The New England Homestead:

What the Big Advertisers Spend.

The favorite plaint of the business man who has fallen asleep by the wayside is that advertising is a huge economic waste; that millions of dollars are spent and wasted, in artificial attempts to stimulate selling, to the ultimate injury of both buyer and seller. At first glance this argument may appear logical. But it's not based on the facts.

The average man hears about the millions and millions spent for advertising and he finally gets the notion that somehow or other the buyer has got to pay for it.

Millions spent for advertising sounds big, but hundreds of millions' worth of goods sold by advertising makes the actual amount spent for advertising look small.

Let us see how much the big advertisers spend.

The advertising of one of the leading paint manufacturers of the country averages 3 1-3% of their total sales. In other words, for every dollar's worth of paint they sell they spend 3 1-3 cents in advertising. This is about equivalent to the price of a postage stamp and a sheet of note paper for every dollar's worth of goods sold. Another big paint and varnish manufacturer spends 3½ to 4½%.

Next take clothing. Of two of the biggest clothing manufacturers in the country one spends 1½%; the other 2%. An equally prominent shoe manufacturer spends 1½%.

(Continued on page 6.)

Annual Meetings

Work of NEMPA Commended

Reports from the annual meetings of the locals that are being held during January show that the interest in the NEMPA is intense. Several hundred new members have been enrolled and the members who joined on the per cow dues basis are signing up on the new form of cards and dues orders on dealers, so as to make their membership continuous. No one who knows the facts concerning the work accomplished has anything but praise for the strenuous efforts made to secure the increased prices and the improvements of conditions in the dairy business.

Letters from presidents, secretaries and members show that over all the territory where there are locals there is a feeling of gratitude that the milk producers organized the NEMPA last winter to represent them during this year of serious conditions. They give full credit to the Association for the protection afforded and the gains made. There is enthusiasm for further organization and the pushing of the program for further improvement in the dairy industry. The members realize, as shown by their letters, that only by keeping the Association strong can they continue in the business and maintain their herds. The work of the NEMPA has brought to light many abuses that were unknown to many and only suspected by others. Few, even of the most progressive and best informed, knew of the many things that the light of publicity, which the NEMPA turned on, would bring into view.

There are many things yet to be accomplished. Some of these are pre-

(Continued on page 6.)

The Government wants Farmers to produce more food. Let's plan to do it at a reasonable profit at Boston Feb. 28 and March 1st.

NOTICE TO MEMBERS

If any member receiving this paper has not signed a Subscription Order for the Dairyman please cut out the Order below and mail it to the N. E. M. P. A., 26 Broad St., Boston, Mass. It costs you nothing additional as you have already paid, but signing the order is required by the Post Office Department.

SUBSCRIPTION ORDER

THE NEW ENGLAND DAIRYMAN

To the New England Milk Producers' Association:

I hereby subscribe for the New England Dairyman for one year, and 25 cents of the amount paid with my application for membership in the New England Milk Producers' Association is to be devoted to such subscription.

Date

Name

Address

Member of Local

PREPAREDNESS ON THE FARM

a necessity for 1918

BECAUSE OF

RAILROAD CONGESTION

you should

ORDER Repair Parts and New Machines **EARLY** so as to be fully prepared and thus avoid delay when Spring opens.

DON'T WAIT---DO IT NOW

DROP US A CARD

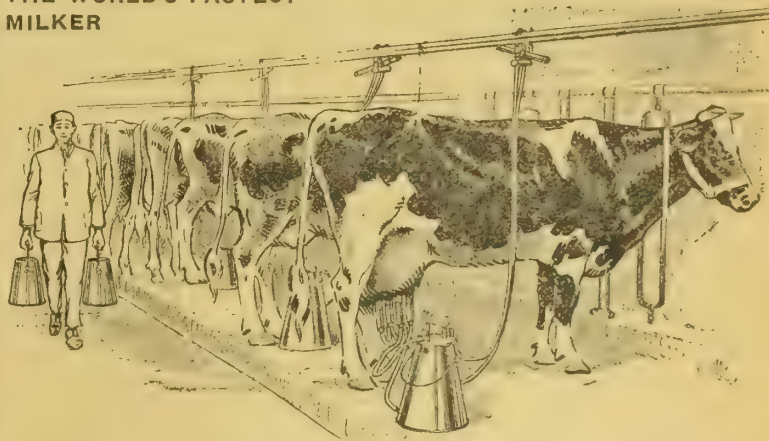
we will gladly send you Catalogues and information on any of our machines.

INTERNATIONAL HARVESTER CO. OF AMERICA

43 Somerville Ave., Somerville Station, Boston, Mass.

Phone Somerville 1230

THE WORLD'S FASTEST MILKER



Increase Your Milk Yield

You can usually do it by using the Sharples Milker. It is undisputed that fast milking increases the milk flow, and Sharples is the world's fastest Milker—proven by U. S. Government tests last fall. This fast milking is due to the use of compressed air, (broadly patented—found on no other Milker).

SHARPLES MILKER

Sharples patents do not permit other Milkers to give the necessary relief to the teat—they can only let the outside atmosphere into the teat cup after each suck. The famous Sharples "Upward Squeeze" gives a perfect massage to the teats after each suck. The direct result is faster milking and increased milk yields. Used on over 500,000 cows daily. Write for catalog to Dept. C

THE SHARPLES SEPARATOR CO., - West Chester, Pa.

Sharples Separator — Over a Million Users—The Only Separator that Skims Clean at Any Speed

Sharples Super-Clarifier — Removes all Sediment and Insures Clean Milk

Branches: CHICAGO SAN FRANCISCO TORONTO F3

IS THERE A LIMIT

to the demand for high quality dairy products? Apparently there is none.

And the one determining factor responsible for the present increased consumption of milk and milk products, according to authorities, is their high quality.

But every result is produced by a cause, and for maintaining this high quality standard, sanitary cleanliness is found to be necessary. Those who have investigated to determine how sanitary cleanliness is most easily and economically obtained now use



And why? Because they find it best adapted to serve their particular needs, for not only does it clean and remove thoroughly and quickly all objectionable matter with the least amount of effort and expense, but it rinses completely, dissolves readily and contains nothing to cause the least injury to the quality of the milk.

If you have never used this cleaner, do you not think its use would be an advantage to you also in maintaining the quality of your product. Order from your supply house. It Cleans Clean.



In Every Package

The J. B. Ford Co.,

Sole Mfrs. Wyandotte, Mich.

ADVERTISE MILK. (Continued on page 6.)

"But shoes and clothing are necessities," some say. "How about the luxuries?"

All right! Take one of the most popular luxuries in the world—candy. One of the best known candy makers in the country and one of the biggest advertisers spends 5%.

Then take the big automobile and tire manufacturers with their full page and double page spreads. Surely now the percentage figures will begin to jump. Will they?

You will be surprised at the figures for two of the most famous automobile builders in the country. One is 2%; the other 3%. Also two of the leading tire manufacturers; one spends 2%; the other 2%. And all four rank among the biggest advertisers in the country.

These figures are authentic, and when you consider the enormous volume of the automobile and tire business you will see that the small percentages are ample to provide for the wonderful publicity.

And then we come to the big department stores—where at one time or another every buyer buys. They fairly eat up the newspapers with their big spreads. But if you expect to find big percentage figures here, again you will be agreeably disappointed. The average department store's advertising does not cost more than 3% of its total business.

The fact is that the great majority of all nationally-advertised articles—articles which are familiarly known in every home in the country, which are famous for their quality as well as their immense distribution, belong in the 5% or under class.

Because advertising is the most efficient method of marketing ever developed by business enterprise, its effect is to decrease and not to increase the sum total of selling cost. This is a simple fact about advertising that every buyer of advertised goods ought to know.

It's up to you Mr. Dairyman to help plan the future of Dairying in New England at Boston Feb. 28 and March 1st.

ANNUAL MEETINGS. (Continued on page 5.)

sented elsewhere in this issue of the Dairyman. There is no way to get the results except by organization and the NEMPA is in a position to do whatever the members by their interest and support enable it to do.

A few extracts from letters recently received may be of interest. A member at Cambridge, Vt., writes, "I think the N. E. M. P. A. great and think it helps the farmers." W. C. Barry, Sec. of the E. Fairfield, Vt., local, which has 37 members, says, "They seem to be well pleased with what has been done in the past and want to continue." L. P. Cross, Pres. of the Sullivan County, N. H., Association writes, "I have made dates for all meetings in Sullivan County and attended six of them. In general the producers are pretty well satisfied with the work of the Association and most all present signed membership cards and order on dealers. The secretaries seemed to be willing to get out and try to get the rest to sign." Mr. Cross goes on to say that there are some things not quite satisfactory and that it is expected that the NEMPA will be able to secure improvement. He recognizes that there are

(Continued on page 8.)



"Quality in Feed is Economy in Feeding"—

Therefore

feed—

UNION GRAINS

The First, the Purest, the Greatest Dairy Ration ever made.

Manufactured only by

THE UBIKO MILLING COMPANY
Cincinnati, Ohio

Boston Office, 73 Tremont Street

MEN WHO COUNT

THE majority of men who count most are the men who make the dollars count and multiply. To everyone who must earn their livelihood is offered the opportunity to shorten the days of labor, hasten the day of prosperity and to make peace and contentment secure. And the opportunity, no less important because an old friend, is a bank account—the account that makes your dollars earn more dollars; that rewards economy and saving; the resource of dollars that is influence and protection against want and business reaction.

MR. DAIRYMAN AND FARMER

We are conveniently located, and by reason of years of experience, and exceptional facilities, are prepared to give you the best banking service in New England.

Liberal interest. Accounts opened and deposits received by mail.

MONEY
GOES ON INTEREST
FIRST DAY
OF EACH MONTH

LIBERTY TRUST COMPANY

Cor. Court and Washington Sts., Boston, Mass.
Opposite the Old State House

All Members Attention

IMPORTANT NOTICE

If you have never signed the dues order, you should do so now.

If you have changed dealer since signing dues order you should sign an order on the new dealer.

The N. E. M. P. A. has achieved success. You are getting the benefits. You joined because you believed it time for farmers to unite and work together to secure better results in dairying. Five hundred locals, with 13,000 members, have been formed.

More than half of the members are enrolled on the percentage dues plan. Those who joined on the per cow dues plan should now sign the dues order, authorizing their dealer to deduct the dues from the payments made to the member. The dues are 1-2 of 1% of the wholesale value of the dairy products.

It is necessary that all members be on the same basis, with each one doing his share to support the work of the Association, all working together in the same way for the same purpose.

The plan and necessity for signing the order, has been explained in the Dairyman and in letters to the officers of the locals.

We most urgently request that every member, who has not yet signed such order, sign the blank below and send to this office. Unless this is done it will be necessary to

send out organizers to get it done and that is an expense that should not be put upon the Association. The time and money that has to be spent in keeping up the membership of the locals is just so much taken from the work which the NEMPA is organized to do for its members.

This system of dues paying is the best yet found. It is used in New York, Chicago and elsewhere. It distributes the cost to you and the income to the NEMPA throughout the year. By the use of this order, membership is continuous and the local officers are relieved of the necessity for keeping the members signed up. The plan is becoming better understood and when it is there is no hesitation in using it, for its superiority over the cow dues plan is readily seen.

If a member is not selling to a dealer, and in "Secretary of Local" (naming your local) in place of the name of dealer and pay your dues to your secretary. Pay him 1-2 of 1% of the wholesale (not the retail) value of your dairy products.

The local branch has 25% of the dues for its own use and all members should be interested to strengthen the Association. If there was reason for organizing it (and every milk producer knows there was) there is more reason for keeping it up and making it still stronger.

CUT ON THIS LINE

SECRETARY N. E. M. P. A., 26 Broad Street, Boston, Mass.

Find attached order on

(Dealer)
Name
P. O. Address
for annual dues of
Name
P. O. Address
Member of Local
Signed Organizer
Secretary

ORDER

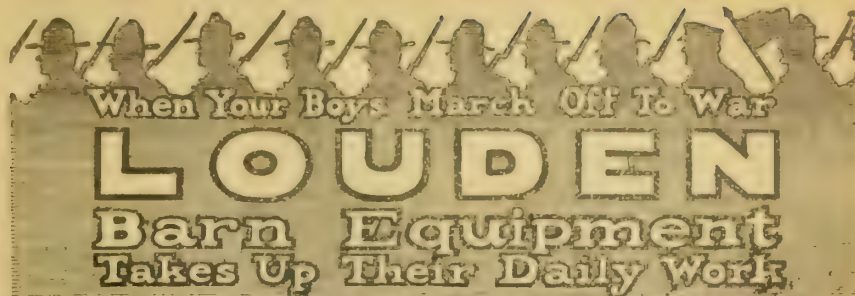
(Dealer)
Date 191 .
To
.....

The undersigned member of the New England Milk Producers' Association hereby authorizes and directs you to deduct one-half of one per cent from the moneys due or to become due to him for all dairy products sold by him to you, and to pay over the amount so deducted by check to the said Association, at the time of each payment to him of the balance of said moneys. This order is to continue in force until revoked by him in writing.

Signature.....

Address.....

CUT ON THIS LINE



Louden Barn Equipment is designed to meet just such labor conditions as now confront the farmer and dairyman. It does for the barn what the tractor does for the field—releases man power—makes it possible for one man to do the work of several—solves the problem of scarcity of farm hands.

Barn cleaning, stock feeding and a great many other tasks which must be performed daily in the care of livestock are actually reduced one-half by the use of Loudon Equipment. Besides, the equipment is there to do the work year after year—it is permanent.

LOUDEN Stalls and Stanchions, Litter and Feed Carriers and other equipment possess advantages in simplicity, strength, convenience, comfort and safety for the live stock found in no other equipment. Easily installed, fits any size or style of barn—new or old, costs less than wood, outlasts the barn.

New 224-Page Illustrated Catalog

SENT POSTPAID—NO CHARGE. Shows the full Loudon line, including stalls and stanchions, feed and litter carriers, animal pens, horse barn equipment, mangers, barn and garage door hangers, hay tools—"Everything for the Barn."

Also Get Loudon Barn Plan Book One of the most valuable books on barn building ever written—not a catalog, but a 112-page encyclopedia of dollar-saving information—no charge—a post card brings it to you. Address mentioning New England Dairyman.

HENRY E. WRIGHT & SONS, Inc.

12 SOUTH MARKET STREET.

BOSTON, MASS.

Milk Bottles and Dairy Utensils
Made CLEAN and SANITARY With

"PROSPERITY" Cleanser-Light WASHING POWDER

The U. S. Dept. of Agriculture, experienced dairymen and milk dealers, agree that soaps and powders containing oil, fats and grease are unsanitary and unfit for washing milk bottles and dairy equipment. They further agree that soda and alkali, "no suds" washing powders are more effective, satisfactory and cheaper.

Prosperity Cleanser-Light Washing Powder is a "no suds" powder, light in texture, easily and quickly soluble, efficient in action, inexpensive and ensures the best results.

"Prosperity" Cleanser-Light Washing Powder being considerably lighter than other powders gives you more in bulk; accomplishes more and goes further.

It will pay you to order and try a supply of "Prosperity (Cleanser-Light) Washing Powder, today.

Write for prices on Prosperity Washing Powder and other money-saving information and mention the New England Dairyman.

HENRY E. WRIGHT & SONS, Inc.

Dairy, Creamery and Farm Equipmen

12 SOUTH MARKET ST., BOSTON, MASS.

18 LONSDALE ST., PROVIDENCE, R. I.

Dairying in New England must be saved. No one will save it if Dairymen themselves will not "take hold". Come to Boston Feb. 28 and March 1st.

ANNUAL MEETINGS.
(Continued from Page 6)

good grounds for this expectation because of what has already been accomplished.

A member at Northfield, Vt., writes, "We wish to congratulate you on the good work you are doing for us dairymen." He also suggests, and the suggestion is a good one, that some sort of a campaign of education should be started for the benefit of the producers who persist in buying oleo and various compounds for use in their families. Producers of milk do not like to have their market cut off by city consumers using substitutes for milk and the observation of the Golden Rule applies to butter and other things equally well. Think it over if you are tempted to use butter substitutes.

Some time ago we received a very cordial and encouraging letter from R. W. Dearnley, Sec. of the Jewett City, Conn., local and it so well expresses the sentiment that we have been trying to impress upon the members that we quote as follows, "I wish to congratulate you on the success achieved to the present and hope that you may continue to advance the dairying interests until the farmers throughout the land can stand side by side with business men of every other kind and not be impressed with a feeling of inferiority." He further says, "I hope to see the day when the N. E. M. P. A. will own its own milk stations and we can retail our own products, not only milk but eggs, fruit, fresh vegetables, etc., poultry and possible other meat products. There are millions of dollars lost every year because local markets cannot handle the farm surplus of products of this kind.

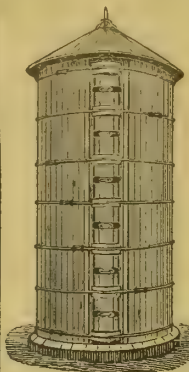
These suggestions are well worth serious consideration. There are almost limitless possibilities in making the NEMPA the marketing agency for the dairy products of New England. The trade mark "NEMPA" should, and must, stand for highest quality. The locals are in position to secure great benefits for their members by acting as buying units for many of the things that the members use.

A member of a local in Caledonia County, Vt., clips the "Order on Dealer" from the Dairyman and sends it in with this pointed true statement, "This N. E. M. P. A. and the co-operative buying system is about the greatest thing the farmers of New England have ever undertaken and with plenty of grit and determination we shall succeed." We say "amen" to that, and there is no doubt about the results if the members all feel that way. Notice that he puts it "we" not "you." He realizes it is up to the members, not simply to the officers of the Central Association or of the locals. He follows with a statement

(Continued on page 9.)

IDEAL SILOS

Have You Been Short of Sugar?



Do not get caught the same way on your silo. Silo manufacturers are short of material. Embargoes and car shortages are sure to keep us from receiving our usual supply. This means higher prices for silos and doubtful deliveries later. **BUY NOW.** Plan to plant corn and fill a silo; GRAIN will be higher next year. Buy an Ideal Silo because it LASTS & LASTS & LASTS.

BENNETT BROS. CO.

Box 56 LOWELL, MASS.

SAVE HALF Your Paint Bills

BY USING **Ingersoll Paint.** PROVED BEST by 75 years' use. It will please you. The **ONLY PAINT** endorsed by the "GRANGE" for 43 years.

Made in all colors—for all purposes.

Get my **FREE DELIVERY** offer.

From Factory Direct to You at Wholesale Prices.

INGERSOLL PAINT BOOK—FREE

Tells all about Paint and Painting for Durability. Valuable information **FREE TO YOU** with Sample Cards. Write me. **DO IT NOW. I WILL SAVE YOU MONEY.** Oldest Ready Mixed Paint House in America—Estab. 1842. **O. W. Ingersoll, 235 Plymouth St., Brooklyn, N. Y.**

There is more money
in dairying if you have

Purebred HOLSTEINS

They are the most
profitable cows on earth

Write for free information, no obligation—we have nothing to sell.

All records for production of milk and butterfat are held by this breed. They yield the greatest net profit. Statistics show purebred Holsteins average three times as much milk and butterfat as all cows in the U. S. average.



**THE HOLSTEIN-FRIESIAN
ASSOCIATION OF AMERICA**

Box 300

Brattleboro, Vermont

WHY KEEP COWS?

- ❑ Why not let cows keep you? The average cow is insufficiently fed and working two-thirds time. The lost one-third would be nearly all profit.
- ❑ What you want is results not theory. What makes a 10000 lb. or 30000 lb. cow? Simply good feeding methods and the right feed. Our business is feeding cows right.
- ❑ Why did Jolie Topsy make 1032 lbs. fat? She was fed Unicorn Dairy Ration. Unicorn helps any cow do her best.
- ❑ Practice beats theory. You can't fail with Unicorn. Dairying is profitable with good cows. Feed your cows Unicorn and make more money.
- ❑ Don't save fifty cents and miss fifty dollars. Representative leaders of every dairy breed are now using Unicorn with satisfaction. Every bag equally uniform. Send for Cow Testers' Manual free and proofs.

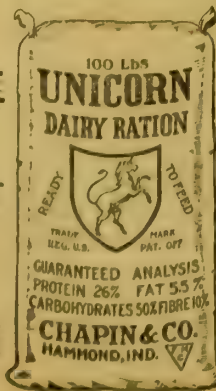
CHAPIN & CO.,

131 State St.

Dept. X BOSTON

A necessity for

successful dairying



ASSOCIATION ACTIVITIES

Since the award of price for Boston by the Regional Milk Commission we have spent much time and considerable money in studying the conditions of the various local markets and fixing prices to be paid for milk supplying the different cities.

The prices which have been established are based on the Boston schedule for the particular zone in which the market is located.

The largest and best organized of these markets are Providence, Manchester, Nashua, Haverhill, Lawrence, Worcester, Springfield, Leominster, New Bedford and Portland.

The price fixed for Manchester, Haverhill and Leominster is based on 8c per quart delivered to the city railroad station or the city plant. When milk is brought in by train the producer lays the milk down at the railroad station in the market for 8c and when it is teamed in it is paid for on the basis of 8c delivered at the city plant.

Nashua producers are being paid on the basis of 1c per can above the Boston zone price for that market. This price amounts to about 8c per qt. F. O. B. the market.

In Lawrence the price was made 9c

per qt. effective under the system of delivery or collection which was in vogue at the time the price became effective. Many of the producers are receiving 9c at the door while others are receiving on the basis of 9c per qt. delivered to the market.

The Providence dealers have agreed to pay on the basis of 8 1-2c per qt. delivered in Providence.

Worcester and New Bedford, dealers and producers agreed to submit evidence, to the Regional Milk Board and let the board determine the price. Worcester producers were awarded a price of 8 1-2 c per qt. delivered in the city and New Bedford 9c per qt. F. O. B. city.

There is a remarkable change in the attitude of dealers toward the Association. Previous to this last adjustment many dealers have appeared to be hostile to any change of price, or any attempt to standardize or systematize the markets. However at the present time practically all dealers have expressed their desire to cooperate to bring about healthier conditions in the markets.

Dealers and consumers will set up and take notice when the Dairymen meet Feb. 28 at Boston.

ANNUAL MEETING.

(Continued from Page 8.) that is equally true of many, if not of most, locals. "However, there are a great many farmers within the jurisdiction of our local who do not yet belong to our Association."

This is something for the officers and members of the locals to remedy.

Sec. Guy M. Hale of Shady Rill local, Washington Co., Vt., closes his letter, "Hoping that 1918 will greatly strengthen our organization." It will if every member and officer does his part. It will not if the general condition is as a dairyman in Maine, who is interested to get a local in his town, writes, "Most of the farmers seem to be only too willing to have the other fellow put up the fight for better prices and conditions." This should not be true of progressive farmers and while there are some such men in most every locality we feel that their number is comparatively small, at least we hope so. Setting them a good example by strongly pushing the work of the NEMPA in your section should be effective in reducing the number of such men to a minimum.

Pres. J. B. McKinley of Stowe, Vt., who has been doing the work of his Sec. E. W. McGibbon, since the latter was called to the colors, writes, "Personally, I am proud of the work done by the Association and can see no reason why farmers should not get in line." We like the spirit of Sec. O. L. Colby who sends in cards and orders from the Boscawen, N. H., local, and says, "I will do my best to get the rest of the producers here."

The only way is to go after them and when the Pres. and Sec. get busy they get results. Several secretaries have written that they have nearly all enrolled. A number in sending in reports of the meetings state that bad weather prevented a



For men whose work takes them out in driving snow, rain, sleet and bitter cold there's no underwear that can equal "Old Reliable"

CONTOOCCOOK HONEST UNDERWEAR

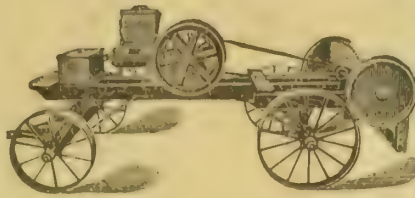
No other underwear is so soft and warm. No other absorbs perspiration so quickly or wears so long. And the wash tub can't hurt it!

Most everybody who works outdoors wears Contoocook. It has been the standard for more than fifty years. Pure wool—ribbed. Doesn't crock. Dyed a fast indigo blue that doesn't soil easily. Doesn't stretch, wrinkle, or bind anywhere.

Ask your dealer about it. You'll know it by this trade mark:



YOU CAN HELP THE ACUTE FUEL SITUATION BY SAWING WOOD AND SAVE THE COAL



You are doing your country a real service if you help save on fuel. Wood is bringing high prices in New England, and you can saw up limbs and waste with much profit; 20 per cent. limbs is acceptable as marketable cord wood.

Help the Boys at the Front

They need coal, the Navy needs coal, our Army needs coal—and thousands of tons can be saved this spring if farmers will saw up waste wood and "seconds" and so keep coal for our war needs. We have a wood-sawing outfit that will help you do this, and even make money for you. This engine burns kerosene.

A postal card costs only two cents, it takes but a moment to send this, asking for catalog S56. The information you get is sure to be worth a good deal more than that. Do not delay, but send and get our catalogue S56. Now is the time to give the matter thought. Send that postal today.

BRACKETT, SHAW & LUNT CO.
62 NO. WASHINGTON ST., BOSTON
SOMERSWORTH, NEW HAMPSHIRE
"RELIANCE LINE"

Headquarters for Gasolene and Kerosene Engines
For All Purposes.

Buy Now

LARRO-FEED is back on the market again and back to stay. We are now in a position to supply you with any quantity of this "WONDERFUL FEED THAT'S GUARANTEED" for quick delivery through your dealer. We urge our dairymen-friends to get in touch with their local feed dealers and place their orders at once for next year's dairy feed requirements.

Larro-feed



Those dairymen who have used this wonderful feed in the past will need no second invitation. We have been unable to take orders for LARRO-FEED for the past nine months because of our inability to secure all the necessary ingredients. During that time hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits this winter by ordering your supply of LARRO-FEED at once. Better see your dealer about it to-day.

THE LARROE MILLING CO.
3900 Gillespie Bldg., Detroit, Mich.

ANNUAL MEETING.

(Continued from Page 9.)
large attendance and that as soon as the going is better they will get the new cards and orders from the rest.

We could fill several columns with such quotations as given and furnish the names of many locals in the several states, where the members who joined last winter have almost without exception signed over. A number of locals would be in this list of what we term 100% locals, in that almost every member is doing his part, by signing the dues order to put the NEMPA program through.

It is surprising how many letters we get from officers of locals asking that some one be sent to attend their meeting and "stir us up." That should not be necessary. They were organized to support and carry out certain work for the benefit of all milk producers. It is not fair to the general membership to take money to send organizers to enliven locals. It should not be necessary to use the money one local sends in, to keep another local going. Think this over. The best thing for any local is to get busy. If a farmer is cold he doesn't stand around and freeze, he exercises and gets warm doing it. Locals should work and warm up.

In mentioning these men and locals it is only in the way of credit and as encouragement to others. There are many others doing equally well and the reports with cards and orders that have come in during the last two days but not yet credited will put many other locals in the honor class. Let us have the opportunity to place yours there.

CHAMBER OF COMMERCE STATEMENT.

(Continued from Page 3.)
milk to the creameries are now seeking as their market the dealers in the big cities, thus creating a larger supply for the big cities than ever before. On the other hand, the high price of milk to the consumer has caused a cutting down in his use, so that the actual quantity consumed is less.

Here we have a condition where the consumption in the cities has decreased and the available supply has increased. If the law of supply and demand was in force, the inevitable result would be an immediate reduction in price to the farmers by the dealers, which would continue until the level was reached again, where the supply and demand about balanced one another.

Now what is going to become of this surplus? The dealers cannot absorb it, as the price set for them by the Commission does not contemplate their absorbing any large losses of this kind, nor does it allow them to pass it along to the ultimate consumer. It simply means this—that the dealers will have to cut off one farmer after another here and there, and refuse to take any of his milk at all, thus leaving him without any outlet—or they will have to agree to take only a portion of each farmer's milk, leaving him to get rid of his surplus himself—or the Milk Commission will be obliged to rec-

Over the Top

into any Silo is the guarantee that goes with every Papec—large or small. You, doubtless, will not need to take advantage of the full elevating power of the Papec, but you have the satisfaction of knowing it's there—in reserve.

There are four sizes of Papecs. A gas engine, 3 or 4 H. P., will operate the smallest size. Our 1918 catalogue explains how a Papec will pay for itself in one season. Write for your copy today—it's free.

PAPEC MACHINE COMPANY

136 Main Street
Shortsville, N. Y.
25 Convenient
Distributing Points



GREEN MOUNTAIN SILOS



put the mark of "good business" on your farm. They look quality because they are made on a quality basis. Crossed wood staves defy decay; tight, safe-like doors are efficient and convenient; extra heavy hoops hold the structure firm. Improved guy-wire anchorage system prevents blowing over or twisting. Send for descriptive folder. Save by ordering early.

The Creamery Package Mfg. Co.
364 West St., Rutland, Vt.



Wise Bees Save Money—Wise Folks Save Money

Interest
Begins

April 10



Interest
Begins

April 10

Prosperity begins by not spending all you earn.

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK

Incorporated 1869

75 Tremont Street, Boston, Mass.

Guernseys



What They Did at the Only Test Where All Dairy Breeds were Represented

In the Pan-American Model Dairy Show, the Guernseys won the prize for profit in butter for production, and prize for net profit in butter production, the highest prize for butter, the best rating

American Guernsey Cattle Club
Box T Peterboro, N. H. (4)

Heed Our Government's Advice!

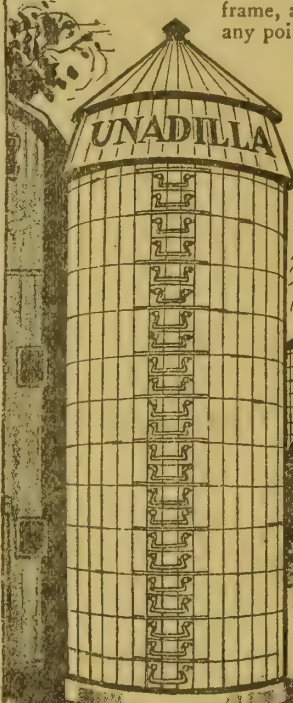
Good, sound business sense sees the necessity and the wisdom of making Corn displace expensive grain and hay at a time when conservation of food and forage is a matter of national concern. No stock or dairy food is cheaper, more profitable or as succulent and healthful as corn raised and preserved right on the farm. Whether you sell milk or meat, cattle, hogs or sheep, raise your silage and

Let a Unadilla Silo

Provide Winter Milk and Meat Producing Food

To supplant grazing, high-priced grain, hay and other dry fodder which have a ready, needful market.

THE UNADILLA SILO is a most profitable investment. It preserves silage perfectly. It has exclusive features that made it win out among the nation's most successful dairymen; with New York State, U. S. Government and County Farms. It is airtight, frost resisting and storm defying. Its famous door-fastener ladder is a boon to every silo owner. It is the only *real* silo ladder, always safe, ready, convenient. THE UNADILLA continuous, unobstructed opening, adjustable door-frame, and the light non-warpable doors that fasten at any point, the ease with which this silo is erected requiring no special hired help—all will appeal to you as they have to thousands of others.



To Insure Delivery Order Early

Freight conditions and the material market are uncertain. We are well prepared to supply many of those who are wise and decide to order early. To all such we offer a *Special Early Order* discount.

Get our catalog, prices and terms now. Live wire Agents can have open territory. Write today.



Unadilla Silo Co.

Box X Unadilla, N. Y. or Des Moines, Iowa

There!

Is Your Best
Buy
NOW



Here is an investment that pays profits in two ways—for it costs less and pays more. International Special Dairy Feed costs less than home grown grains and is guaranteed to make more milk. Follow the lead of thousands of wise dairymen and give your cows

International Special Dairy Feed

Sell the grain you would otherwise feed. Make more money from your milk, too. For International Special will make each cow yield one to two more quarts of milk daily. It is palatable, nutritious and healthful—a scientific blending of grain products, cottonseed meal and molasses. One reason why it makes so much more milk is because the cows like it so well. They're keen for it.

Try a ton! It will yield \$20 more milk value than corn or oats. Order today from your nearest dealer. But be sure to specify the genuine International Special Dairy Feed. Order from us if your dealer can't supply it.

INTERNATIONAL SUGAR FEED CO.

Minneapolis, Minn.

Mills at Minneapolis and Memphis

TOP QUALITY

BALED SHAVINGS



BOTTOM PRICE

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP

Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.



ognize that there is surplus and reduce the price to the farmer very materially—or some surplus plan must be put into effect without delay which enables the farmer to enjoy the full price for all of his milk which is sold and can be consumed as fluid milk by the dealer, and a somewhat lower price for that portion of his milk which is converted into surplus products by the dealer, such as butter, cheese, casein, etc.

The Agricultural Committee of the Boston Chamber of Commerce recognized the importance of an advance in price to the farmer on account of his materially increased costs, but also realized that this condition would create a surplus when prices were advanced, and to protect the farmer from just this condition, made a suggestion in their printed report that the surplus plan which they recommended be adopted and put into effect by the farmers and dealers.

The Committee realized that in the past various surplus plans have been tried out unsuccessfully, and on studying these came to the conclusion that the cause of the trouble was that the matter was left entirely in the dealers' hands. The result has been that the Committee has endeavored to safeguard the farmer in every way. While in the report the surplus plan appears very complicated (as the Committee has gone into the matter in great detail) in fact, however, in its application it is very simple. The first protection to the farmer lies in the fact that under this plan the distribution of surplus is made under the supervision of a representative of the Food Administrator of Massachusetts. By this plan every farmer receives the full price for all of his proportion of the whole milk sold. That the surplus must be converted into butter, cheese, casein, etc., by the dealer for the farmer at practically cost and sold at the market price, so that the farmer has all of the advantages he would enjoy if he had his own creamery and was forced to convert his own surplus into by-products, without the disadvantages of the investment in plant, etc.

In other words, the time has come when the farmer must either do one of several things:

1. Only make enough milk to supply the demand, and that at the different seasons as required.
2. If a surplus occurs, be prepared to take care of the surplus himself as the dealers now cannot do this and pass the loss on to the consumer.
3. To be prepared to have the dealers cut off farmers here and there, perhaps whole sections, because they are receiving more milk than they can sell. Perhaps you may be one of those cut off.
4. Or adopt some surplus plan which assures the farmer of receiving the full price for his proportion of all whole milk sold as such, and for the balance the entire price at which the surplus is converted into and sold as by-products less the cost of conversion.

Farmers must realize the fact that the milk business cannot endure and continue to prosper if there is an abnormal surplus, unless the surplus is

properly and economically converted into other channels without being reflected in an undue selling price to the consumer. They have their opportunity now, by wise management of this perplexing situation, to place the production of milk on a sound, profitable basis, or by unwise management to shortly lose all the advantages which they have gained. It will be interesting to those who have the welfare of the industry at heart to see what course will be pursued.

R. W. BIRD,
Chairman Committee on Agriculture,
Boston Chamber of Commerce.

"The membership of this local are more than pleased with the way the NEMPA have conducted their business."

Secretary of a Maine Local.



Dirigo and Standard Silos

have been manufactured for eighteen years with ever increasing popularity and sales.

Buy Your Silos Now

Never did so little of your farm products purchase a silo; never did you need one so much.

Sold Direct to You

SEND FOR CATALOGUE AND PRICES.

STEVENS TANK & TOWER CO.
AUBURN, MAINE

THE Cost of Feeds Plays Only a Small Part in the High Cost of Milk Production

Is the cost of dairy feeds to blame for the high cost of milk?
With the plain facts of the situation in mind, one of the leading papers for dairymen is prompted to say:

"If this feed were furnished to dairymen for nothing, it would reduce the price of milk only 85 cents a hundred pounds. This indicates that the cost of milk today is attributable to other factors than the high cost of grain by-product feeds."

But even if the greater cost of these dairy feeds does play only a small part in the greater cost of milk production, the dairyman faces serious conditions this winter.

He must keep a keen eye open for economies all along the line, selecting and mixing his feeds more carefully than he ever has had to do before.

He should look into the digestibility of the available feeds, and he will find

BUFFALO CORN GLUTEN FEED

At the top of the list in digestibility. There is a very small per cent of Buffalo that the cow cannot make use of.

The experiment stations are publishing "wartime rations" based on wartime prices of feeds, and Gluten Feed has a large place in nearly all of them.

CORN PRODUCTS REFINING COMPANY
NEW YORK CHICAGO



MIX

SCHUMACHER FEED & BIG "Q" DAIRY RATION

RESULT

Perfect Balance—More Uniformity—Greater Accuracy—No Guess Work—Less Labor—Greater Palatability—High Digestibility—Greater Profits—Balancing Ration to Meet Individual Requirements of Each Cow Made Easy.

SCHUMACHER FEED

for almost half a century has been giving the most satisfactory results as the maintenance or condition sustaining part of the dairy ration, as well as a complete feed for dry cows, young stock, horses and hogs. The fact that it has had a very important part in the making of many of the present world's records for the largest yearly productions of milk and butter, shows that it is actually giving dairymen the results desired. SCHUMACHER FEED is a uniform scientific mixture of the by-products of corn, oats, barley and wheat, finely ground, thoroughly kiln-dried.

BIG "Q" DAIRY RATION

fills the dairymen's long expressed desire for a high protein mixture that will supply the protein part of the ration in as satisfactory a manner as SCHUMACHER FEED supplies the carbohydrate or maintenance feed.

BIG "Q" DAIRY RATION is a uniform scientific mixture of linseed meal, cottonseed meal, oatmeal by-product, gluten feed, dried corn distiller's grains, bran, hominy feed and corn solubles.

SCHUMACHER FEEDING PLAN SUGGESTIONS

To Dry Cows 4 parts Schumacher Feed
1 part Big "Q" Dairy Ration

To Fresh Cows with Green Feed 2 parts Schumacher Feed
1 part Big "Q" Dairy Ration

General Herd Ration with { 1 part Schumacher Feed
Ensilage or Roots { 1 part Big "Q" Dairy Ration

Test Ration { 1 part Schumacher Feed
2 parts Big "Q" Dairy Ration
(Increase Big "Q" Dairy Ration if cow can handle more protein without bad effects.)

You will find in these two wonderful result producing feeds, that ideal combination of a variety of proteins and variety of carbohydrates you have been wanting—looking for—wishing for—a long time. Go to your dealer, get a supply, and let your cows prove for you all and more than we are able to tell you in this advertisement.

Unmixed feed materials mean guess-work, uncertain uniformity, unsatisfactory results, greater cost, more labor.

Why use unmixed feed materials when it is possible to secure SCHUMACHER FEED and BIG "Q" DAIRY RATION, the uniformity of which are guaranteed.

The Quaker Oats Company, Boston, Mass.

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS
Issued by the New England Milk Producers' Association

Volume 1. Number 12.

BOSTON, MASS., MARCH, 1918

50 Cents Per Year

ANNUAL MEETING SPLENDID SUCCESS

Constructive Program Unanimously Adopted

HARMONY AND ENTHUSIASM CHARACTERIZE SESSIONS

OFFICERS ELECTED

The second annual meeting of the New England Milk Producers' Association was called to order at the New American House, Boston, Thursday, February 28th, 1918, at 11 a. m. President Frank W. Clark of Williston, Vermont in the chair.

The Clerk read the call for the meeting as follows:

A meeting of the New England Milk Producers' Association is hereby called at the American House, Boston, Mass., on February 28th, 1918 at 10 a. m. for the purpose of electing officers and transacting such business as may regularly come before it.

Signed. FRANK W. CLARK, Pres.
RICHARD PATTEE, Clerk.
Boston, Mass. Feb. 1, 1918.

A true copy
Attest RICHARD PATTEE, Clerk.

The Clerk reported the following voting delegates present:

MAINE

Delegate	County
Dr. J. A. Ness, Androscoggin	
C. E. Hawkes, Cumberland	
S. J. Luce, Franklin	
W. E. Knight, Clinton	
Ralph W. Cripps, Knox	
L. H. Ford, Lincoln	
Q. W. G. Perham, Oxford	
F. A. Potter, Penobscot	
Geo. B. Dow, Piscataquis	
L. H. Lamoreau, Sagadahoc	
J. E. McMichael, Somerset	
Edward Evans, Waldo	

NEW HAMPSHIRE.

Harry W. Rogers, Belknap
Julian Bell, Coos
H. L. Webster, Lower Grafton
F. E. Gorham, Upper Grafton
A. S. Andrews, Hillsboro
E. B. Thompson, Merrimack
Dr. Geo. B. Hyde, Rockingham
W. D. F. Hayden, Stratford
L. P. Cross, Sullivan

VERMONT.

C. O. Church, Addison
W. P. Russell, Caledonia
Lawrence J. Rowley, Chittenden
Harrison W. Towle, Franklin
J. B. McKinley, Lamoille
F. J. Libbey, Orleans

George Temple, Orange-Windsor
Heman Stannard, Rutland
Mark H. Moody, Washington
Henry Frost, Windham
Frank Northup, Lower Windsor

MASSACHUSETTS.

Roger Sherman Hoar, Dukes
Elmer M. Poole, Bristol
Chauncey S. Gleason, Haverhill
Montville L. Crafts, Franklin
Merwin R. Parsons, Middlesex
G. A. Sylvester, Plymouth
Moses R. Paige, Worcester

CONNECTICUT.

C. J. Abell, New London
R. A. Sikes, Tolland
Wm. F. Spokesfield, Windham

The chair called for the election of a Clerk and Director for the ensuing year. It was voted that the chair cast one vote for Richard Pattee for Clerk and Director. The vote was cast and Mr. Pattee declared elected. The Clerk qualified by taking the prescribed oath.

The President then gave an oral report in which he mentioned this Association as a prominent part of a nation wide movement, congratulated its members on the success already achieved and prophesied a wider field of usefulness in the future.

Upon motion it was voted that the report of the President be accepted.

The report of the Manager was then read as follows:

It has been a year of rush, turmoil and confusion in the milk business of New England. Conditions that could not be foreseen have arisen and the ordinary, to-be-expected problems of an involved and complicated situation have been multiplied. The work of this Association has divided itself into three general classes:

CO-OPERATIVE BUYING PLAN READY FOR OPERATION

Biggest Step Taken Since N. E. M. P. A. Organized

CHANCE TO SAVE HUNDREDS OF THOUSANDS OF DOLLARS

By Howard W. Selby, Manager Eastern States Farmers' Exchange

Co-operation has been the watchword of success with the NEMPA and by means of an organized effort several millions of dollars have been added to the pay checks of the New England producers in the past twelve months which otherwise would have been divided between dealer and consumer and allowed the business of producing milk to continue at a loss. A great stride has been made toward establishing the milk producing industry of New England on a thorough business-like basis by the accomplishments in the NEMPA by solving in part the producer's marketing problem.

From the beginning the NEMPA has regarded that a weakness in the producer's business existed not only in the Sales end of his business but also in the matter of buying feeds, grains implements and the general needs of the dairy farm. Buying these items at retail is another cause for the small profits of the producers. Just as co-operation in the marketing of milk has meant several millions of dollars saving in the past year to members of the NEMPA so is it firmly believed that another great saving will be effected in the succeeding months through cooperative buying.

Success in co-operative buying depends in a very great measure on the volume of business handled and in order to effect the greatest possible volume, the Eastern States Farmers' Exchange will serve as a buying agency not only for the milk producers, but for the fruit growers, market gardeners, poultry raisers and for farmers engaged in every line of production. This will mean that mem-

bers of the NEMPA will be enabled to buy their feeds and supplies through an organization which will handle an enormous volume of business and be in the position to buy at the lowest wholesale prices.

The Eastern States Farmers' Exchange was incorporated under the laws of the State of Massachusetts and under the same act as was especially enacted last year for the incorporation of the NEMPA. Several months of study into conditions and the need for such an organization was made by men who rank among New England's most able farmers and other business men and the services of a very capable lawyer were secured. This body of men was appointed to make the study by the Field Committee of the Eastern States Agricultural and Industrial Exposition. It was this group of men who were largely responsible for bringing the National Dairy Show to New England in October 1916, and it is the men in this organization who realize the vital importance of the dairy industry to the general success of New England. Without adequate food supplies the manufacturing industries cannot thrive and the nearer the food supplies are produced to the New England cities the more certain is the supply.

Form of the Eastern States Organization.

Being organized under the same laws as the NEMPA, the Eastern States Farmers' Exchange is incorporated without capital stock to operate for the benefit of its members, and without profit. The United States Department of Agriculture advised

(continued on page 2, col. 3)

that membership be limited to individuals, all of whom must be producers of farm products, in order to secure the protection afforded by the Clayton amendment to the Sherman Anti-Trust Law. This plan of organization protects the Exchange against such claims as might later arise that they were operating in restraint of trade. Membership is composed of individuals appointed from farmers organizations wishing to do business through the Exchange and a like number appointed by the Executive Committee of the Eastern States Agricultural and Industrial League, all of whom must be producers of farm products. On such a basis only those individuals who are directly interested in buying for or marketing from their own farms will have a voice in the management of the Exchange.

At the annual meeting held on the first Monday in February, the membership elect by ballot from among the members a Board of Directors of not less than fifteen nor more than twenty-five. The Treasurer and Clerk are elected at the same meeting and by ballot from among the members. A President and two Vice-Presidents are elected from the Board of Directors to serve for one year. The Board of Directors annually elect not less than ten of its number who, with the President constitute the Executive Committee. It is the duty of this committee to carefully supervise all the business affairs of the Exchange. This Committee will meet monthly and as much oftener as the business requires.

Business will be handled so far as it is practical through established County organizations or exchanges which have for their purpose the development of co-operative buying of supplies and selling of products. Local organizations established in a section where there is no County Exchange may deal direct with the Eastern States Farmers' Exchange until such as time as the local associations are sufficiently numerous and large in volume of business to require a County exchange. Where there is no local association established, individuals may use the facilities of the Eastern States Farmers' Exchange direct provided such individual buys in carload lots and furnishes a bank guarantee with every order. It is believed that the greatest efficiency will be secured by encouraging the formation of strong County Exchanges to develop a maximum business in every County of the Eastern States. This plan will result in a federation of every agricultural interest and with a great buying power developed, the cost of handling the business will be very slight. For the present and until such County organizations are fully developed, business will be handled direct with the local groups of the NEMPA and other local as well as County associations. Members of the NEMPA will no doubt take a place of leadership in the grouping of farmers for co-operative buying and getting local and county buying units organized where they are not now in existence.

Method of Operation.

Quotation letters will be mailed from the office of the Eastern States Farmers' Exchange at Springfield, Mass., every Friday afternoon to every county and local association which expresses a desire to do business with the Exchange. An officer designated by each local group of the NEMPA will receive the quotations letter regularly. The purchasing agent or officers receiving these quotations will be expected to place this information on prices in the hands of individual members. Friday is the day selected for mailing the quotation in order that the latest available information may be in hand for farmers' meetings, so many of which are held on Saturday afternoons and evenings. Some one person should be delegated in every local group of the NEMPA to the work of developing the plan of co-operative buying of supplies. Such person would receive the quotation lists regularly and would attend to distributing the information. He would also work to secure the necessary orders to complete carload lots. This same person could receive the cars on their arrival notify the members who had placed orders and attend to unloading the cars. The expense for his services could be met by the local association charging the members a small percentage above the cost of the product and allow the person who might be designated as purchasing agent a fixed sum for each car handled. Such a plan should be made sufficiently attractive for the purchasing agent to push the sales on supplies required by the members. He would be kept well informed on market conditions and told when it was considered advisable to order or if a drop in the market was expected he would be advised to avoid ordering beyond actual and immediate needs. Letters would be mailed to purchasing agents during the week advising when market conditions were irregular.

When a purchasing agent or regular officer handling this work has secured sufficient orders for a carload he proceeds to secure cash or individual notes for the amount of every member's orders plus the small commission charge made by the local association for handling the business. These notes or the cash is deposited with the local bank as security for the payment of the draft on arrival of the car as ordered. The bank then informs the Eastern States Farmers' Exchange that the draft will be paid promptly when the car is received. The Eastern States Farmers' Exchange places the order at the point from which the quotation was secured and finances the car to the time of its arrival at the freight station where it is ordered to be shipped by the local or county association. On arrival of the car the local bank meets the draft which is attached to the bill of lading; the members are notified that the car will be unloaded at a certain time and where payments were made by notes the same become due at the time of unloading the car.

The value of the note and its use in this connection is first to prevent any member from disputing his order on its arrival; second, to insure prompt

(continued on page 11)

ANNUAL MEETING.

(continued from page 1)

- 1st. Organization
- 2nd. Management
- 3rd. Marketing

We have at this meeting too little time to plan our future work, none to waste on history, except as it relates definitely to the future. The books, records and correspondence of the office are open to every member and all the information at our command is theirs for the asking.

We claim a larger measure of success than could reasonably be anticipated under all the conditions. We firmly believe that not less than five million dollars have been paid to New England farmers that they would not otherwise have received except through organized co-operation. But the biggest accomplishment is in keeping thousands of cows on our farms and in giving to the industry an upward, forward look.

We as fully admit mistakes, which should serve as guides for the future. This has been described by a rather discerning critic as the "only honest to God New England Farmers' organization." If in any way it has not met its possibilities it is the fault of the leadership, not of the organization. The organization should be supported and the leadership correct its faults, or relinquish its authority.

There is ability enough among the farm people of New England to own and operate successfully a system of co-operative marketing for dairy products. It requires the support of the farmers themselves and the selection of competent, trustworthy, efficient management. In case of delinquency do not criticise the organization, change the management.

ORGANIZATION.

You are familiar with the preliminary steps, resulting in the organization as at present constituted. After the Annual Meeting, February 22nd., 1917, organizers were withdrawn from the field until in June when another drive was undertaken, largely in Maine and Vermont, under extremely difficult weather conditions.

Since June there has been a slow but steady growth. The original plan of cow dues was the only one possible at first. As soon as the agreement of the principal dealers to make deductions could be had, and immediately upon the incorporation, a system of percentage payments through orders on dealers or secretaries was established. Members who enrolled under the cow dues plan were asked to shift to the percentage plan with the assurance that they would be repaid proportionately for the period covered by the percentage payments. Such members were exceedingly slow to change, alleging that they had paid a year's dues and would change at the end of the year. We are now receiving a large number of orders in the place of annual dues from such members.

We have had neither the time or help to compute the amounts due to those who paid cow dues for the year and later changed to the percentage plan. Such computation should be made as soon as the returns on December milk are all received and the rebates should be promptly made.

Where the members do not ship their milk to any dealer, who will make the proper deduction, it may be necessary to collect dues through local secretaries. A modification of the cow tax plan so devised as to represent a payment per cow for the year, of approximately what such cow would have returned on the percentage plan may be desirable. There is some reason in the suggestion of those who sell butter and cream that they should not be taxed for the support of this organization to the extent of those who sell whole milk.

The directors have considered a plan whereby those shipping whole milk to any organized market should pay on the percentage basis and those not shipping milk to such markets should pay 40 cents per year per cow to the local secretary.

As early in the year as was practical, market organizations were established in Springfield, Worcester, Providence, R. I., and Portland, Me. Similar organizations, not exactly according to the plan laid down in the by-laws were established in Manchester, Nashua, Lawrence and Haverhill. Practical experience has shown that market organizations should exist at consuming centers where it is not practical to create such market organizations through delegates from locals having ten or more members shipping to those markets.

Change in by-laws intended to cover this situation will be proposed. The operation of these market associations through market committees has been a great improvement over former conditions. Difficulties have arisen in practically every market, which have been adjusted, almost in every instance along the lines demanded by the Association.

MANAGEMENT.

No person here can appreciate the patience, judgment and physical endurance necessary to the creation and operation of an enterprise of this character during its first year. There were no precedents to follow, everything had to be called out of thin air. Inevitably mistakes had to be made and corrected and a smoothly working, efficient system of office and field management has not yet been arranged. The office has been swamped by the necessary detail, routine work and the preparation of data essential to efficient management. It has been called on at frequent intervals for the adjustment of local difficulties, for the preparation and presentation of our cause before various tribunals and for an immense amount of work not anticipated.

Early in the year the publication of an official paper was started and a managing editor was employed until the paper was sufficiently established to enable the regular office force to carry on its management. A financial statement of its affairs is attached hereto. It is now practically self-supporting through paid advertising. We believe that as an official publication of this organization it should be continued and improved.

The office is equipped reasonably well for handling its business. It will, we expect, need larger quarters before the year is out. Attached hereto we give a detailed statement of the expenses of the office.

MARKETING.

The detailed proceedings of the organization have been sufficiently covered in the New England Dairyman, without rehearsal here. Should any question arise there are those here who can answer.

As a result of an exceedingly difficult situation there came into existence through agreement between this association and the leading dealers, the Regional Milk Board for New England, as a part of the National Food Administration. The Association is by this agreement bound to the findings of this Board for six months beginning January 1st. Prices for the first three months have been awarded. They will be reviewed and revised for the three months beginning April 1st. Much preliminary work relative to production costs and other vital matters has already been done and the association should be ready to represent the producers in the hearings which will be held the coming month to determine early summer prices.

The future success of the industry depends upon the economical and efficient marketing of its products. With a view to securing the endorsement and co-operation of the leading farm agencies in New England, a recent conference was called at which these leaders united in recommending a program in which they would co-operate with this Association in their several states. I now lay before you this program with recommendations for your consideration.

STANDARDIZATION.

We believe that each of the New England states should have the same requirements for milk, butter, cream and cheese, with respect to their component parts and in the conditions surrounding their production. There is neither rhyme nor reason in requiring different chemical analyses, or different sanitary conditions of production, for milk coming from different sections to the same market. Neither is there justification for requiring milk for different markets in the same state to be made under different conditions. Legal requirements throughout New England should be made uniform. To this end we suggest that the state councils, composed of the presidents of the county branches of the NEMPA in each state or their properly accredited alternates, select in the several states, the men in their judgment best qualified, as their legislative agent. That such men be required to codify the dairy legislation in their separate states and then meet as a New England legislative council to work out a uniform system of legislation to be proposed and forwarded before the several state legislatures with all the force at our command.

The need for immediate attention is especially apparent with relation to milk standards, sanitary regulations and inspection and the standardization of market milk.

The milk standard of Massachusetts is such that more butter fat than the law calls for is required to make up the total solids. Either less solids should be required or more fat.

We believe absolutely in the sale of milk on the basis of quality. A proper system of grades should be

established and we should be permitted to bring our milk to whichever grade the consumer desires to buy. At present we are required to sell as milk, much valuable butter fat that is not called for under the Massachusetts law. We are not permitted to remove the excess or get a higher price for the product without such removal. If we were able throughout New England to standardize our product and sell it for exactly what it is, saving would be made that would materially increase the income from our herds, while furnishing to the consumers exactly what they demand and pay for.

Sampling and Testing.

The quality basis of purchase and sale, requires the proper determination of weights and test. Weighing and testing as now controlled by the dealers, is illogical, unreasonable and unacceptable. These things should not lie in the hands of either the buyer or the seller.

There is not at present an available system for sampling and testing by disinterested parties. It should be promptly created. We should solicit the co-operation of the Extension Service, Agricultural Colleges and Cow Test Associations in the solution of this problem. Under the system of farmer owned country milk stations and sales according to grade, the testing problem would lie in the hands of the farmers themselves, which is in our judgment the ultimate and proper solution.

Co-operative Buying.

An insistent demand for the co-operative purchase of grain appeared early in our organization. Study of the problem convinced us it was wise to keep buying and selling well apart as distinctive and different business operations. We believed greater advantage might follow the establishment of an agency which would combine our purchasing power with that of other organizations. We called a conference of present co-operative buying organizations from which little developed. We laid our needs before the Eastern States Agricultural movement at Springfield with the suggestion that that organization work out a plan for our consideration. The plan will be presented this afternoon in detail. We recommend that a competent committee be appointed to investigate its plan, organization and personnel and that action be based on the committee's report submitted to your Directors at the earliest possible moment.

No scheme of this character should be endorsed or entered upon by our organization or by its members except such plan be based upon sound business principles and owned, operated and controlled by the men for whose benefit it is created.

Surplus.

At all seasons some and at some seasons much more milk is produced in New England than her people will consume as whole milk.

There are three ways of handling the surplus.

1st. Through the sale of all the milk made at a price low enough to enable the dealers to sell part and manufacture the rest.

2nd. To separate whole from surplus milk, with an agreed price for what is sold as whole milk and the market price for the by-products of what is not so sold.

3rd. The buying of all milk through a system of country plants owned and operated by the producers, from which should be sold such milk as the market will absorb, the rest being manufactured and sold under a co-operative marketing system.

The first plan is that under which we are now operating. Its weaknesses will appear in the discussions of today.

The second is the plan proposed by the Chamber of Commerce and the Dealers Committee, which with modifications will be laid before you.

The third is the ideal toward which this association should work.

In the consideration of the surplus plan to be proposed today, five distinct recommendations are made.

1st. That its administration should be placed in the hands of a competent tribunal of at least three members, one of whom might properly represent the dealers, one the producers and the third be appointed by the Regional Milk Commission, with the understanding that he should be acceptable to both the other two.

The compensation of whomever is authorized to enforce the surplus plan should not be drawn from either the producers or the dealers but should be independent of the interests over which he has authority.

2nd. The dealers should carry a reasonable amount of surplus milk for which they pay the full market price. The amount of this surplus should be determined by those who administer the surplus plan and should be sufficient to cover the variations in sales as disclosed by the experience of dealers in this market.

3rd. The occupation of new territory or abandonment of old for the purchase of milk by any dealer should not be made without the knowledge and approval of the N. E. M. P. A. In case of disagreement the final adjustment should lie in the board administering the surplus plan.

4th. Surplus milk bought to be resold as milk or bought for the sake of holding territory against the time when the product will be needed as milk, should be made into cream, butter, cheese, etc., without profit to the dealers.

5th. The present allowance in the selling price of milk to cover the cost of handling the surplus should be added to the price paid to those who assume the surplus. We suggest that this allowance .004 per quart, be set aside as an educational fund to acquaint the consumers with the value and cheapness of milk as a food product.

6th. The plan should be so administered that the full price for market milk should be paid to those whose milk is sold as market milk, through a zone system, under which all milk moved to any market from that zone shall be paid for as whole milk and only such as is manufactured shall be reckoned as surplus in that zone.

Publicity.

One of the greatest faults in the present market system is in the lack of understanding on the part of the consumers of the food value of milk and its relatively low cost to them. The greatest single industry of New England languishes because people are reluctant to pay less than cost for a product that is cheaper than any other food they can buy. A proper educational campaign will cost many thousands of dollars. It is money we cannot afford to save. It should be raised and spent during the months of greatest production.

Country Milk Plants.

We believe that immediate action should be taken to establish country milk stations at strategic points where the milk of adjacent producing territory can be concentrated, processed or manufactured and delivered to the market in the most desirable form. We believe these concentrating plants with the necessary feeders should be owned, operated and controlled by the producers themselves, that the dealers should buy their milk through plants so owned rather than through individual farmers. The sales of a chain of such plants should be made by the central organization so that the products of each would be diverted to the proper market and that the left over or surplus, be manufactured and sold to the best advantage at the least cost. Previous to the establishment of such plants, there should be a pains-taking accurate study of local production, transportation facilities and the problems of organizing and financing the movement. We believe that a program of this nature should be entered upon immediately as the next step in our work and provisions for it through instructions to our directors should be made at this meeting.

Cost of Production.

It is not for this organization to teach farmers how to produce milk at the lowest cost. That is the work of colleges, Departments of Agriculture and other educational agencies. We must however realize that it is more to the interest of the dairy industry that production cost be reduced than that selling price be increased. The tremendous expense in the purchase of dairy feeds suggests not only the active support of a co-operative purchasing system but the production of the maximum amount of home grown dairy feeds. As prices rise, larger producing areas are turned from the manufacture to the sale of whole milk. It is as much to the advantage of the whole milk producer as to the butter maker that butter manufacture be made profitable. Butter prices are set by the great producing areas of the middle west. We are in direct competition with the western dairy-men who produce the feeds we buy, the difference being that they ship here the concentrated product of those feeds while we import the feeds themselves and make the product here. They ship the finished product, we import the raw material. To the extent that raw material can be home grown cheaper than it can be imported it must be produced on our dairy farms.

(Continued on page 5. Col. 1.)

THE New England Dairyman

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in behalf of and for the benefit of the
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NEW YORK

Eastern New York Boston District,
Dr. Geo. E. Little, Schaghticoke

IN MAINE.

There has arisen a situation in Maine under which Turner Center Dairying Association has notified certain members of the NEMPA of an "embargo" against their milk.

Manager Bradford has since, after conference with some of the parties affected, withdrawn the "embargo" until April 1st. It is hoped and confidently expected to arrange matters before April 1st so that there will be no conflict between Turner Center and the NEMPA. These organizations can and should work together

COUNTRY PLANTS THE NEXT STEP.

At the Directors Meeting a committee consisting of Messrs. Farmer, Moody and Tinkham was appointed to work out a plan for a system of country milk plants in accordance with the action of the annual meeting. That committee met promptly and laid out its work for the coming six weeks. This will largely consist in securing and tabulating the information necessary to work out a definite plan of action. The committee formulated the following statement to be printed in the "Dairyman".

The well known and acknowledged weakness of the NEMPA lies in the fact that it does not offer a market for the milk of New England. It is simply a co-operative bargaining body relying on present means of distribution. In order that the farmers may get the highest price for their products we believe that they should own some means of handling these products. They should be able to throw them into the most favorable market. They should be able to dispose of them through self controlled agencies in case the present system does not offer a satisfactory outlet, THIS means an adequate system of country plants located at strategic points, where the milk of New England can be concentrated, such part as is wanted by markets delivered to such markets and the balance or surplus handled by the farmers themselves in their own plants rather than turned over to the dealer to be handled under the proposed surplus arrangement. Such plants should, in our judgement, be equipped with storage facilities. They should be located carefully with a view not only to dairy-production, but to other agricultural interests. They may become the centers of distribution for what these farmers buy as well as for handling what the farmers sell. That the farmers themselves under the leadership of our organization or otherwise shall enter upon this undertaking, is, we believe, necessary and now is the opportune time. Before entering upon this program we believe that through the co-operation of all available agencies we should first possess ourselves of accurate knowledge of essential facts.

1st: We believe that a survey should be made of production with respect to quantity, location, railroad service, and the other matters entering into the proper locations for central plants with branch stations.

2nd: The operation of these plants should be under a joint control and they should be established and financed under plans which should be worked out by trained business minds with knowledge of the situation to be met.

3rd: The proper marketing of the dairy products through plants as proposed will call for the erection of an expert selling system. All products should be marketed under an N. E. M. P. A. trade mark with a guarantee of quality. As rapidly as possible distributing centers should be established in the lesser cities in co-operation

with local producers and possibly in conjunction with agencies for the sale of other farm products.

KEEP PEGGING.

The first year is up. What has been done?

New England farmers have made a splendid success of the biggest attempt to act collectively that they have ever undertaken.

The 1913 Year Book of the U. S. Department of Agriculture stated, "All successful attempts in the marketing of any produce anywhere in the world have come through organized efforts."

"The individual farmer has neither adequate information nor the facilities.

"The individual farmer acting alone is helpless. Nothing less than concerted action will suffice."

President Roosevelt in closing a very strong statement relative to farm organization said, "But the farmers are, nevertheless relatively unorganized.

"He usually stands practically alone against organized interests. Inequalities and discriminations have risen and naturally he suffers most.

"The disadvantages or handicaps of the farmer as against the established business systems and interests prevent him from securing adequate returns for his products."

The men who have been working all over New England during the past year to make the NEMPA the strongest marketing organization ever developed in this territory have understood these facts and have built an organization that meets the needs of the milk producers. They resolutely set to work to meet organization with organization. Because dairymen came to understand that in no other way could they protect their business, they got together and won out.

Manufacturers had organized and won out. So had the merchants, the bankers, wholesalers and jobbers, the retail grocers, and many other classes of business. At last the farmers awoke to the fact that to stay in business they must get together and set the price on their product. They have suffered the most from lack of organization and from having the price on what they produce set by others.

Having built the strong organization that is recognized as the representative of the milk producers there must not be a moment of relapse or hesitation. The only way to keep what we have gained is to go forward. Nothing stands still. There is either progress or reaction. The other interests will not sleep and we must continue the fight to enroll all milk producers. Unless we do this the time will soon come when we shall again be back in the rut and at the mercy of other interests.

There is no reason why every milk producer should not be in the Association. There are many reasons why they should be. There is no branch of the business but what has largely benefitted by the organization of the NEMPA.

The spirit of unity is abroad. Let us foster it and get all cow owners to join the NEMPA. The plans presented at the annual meeting mean still

greater gains to the dairy industry, if the men who will get the benefit get behind the NEMPA to push them through. It is up to the milk producers of New England. The future of the dairy business is in your hands.

H. F. Kendall

SURPLUS.

The directors were authorized by the Association to work out a surplus plan along the lines of the Chamber of Commerce recommendations. The directors turned the matter over to the Executive Committee who after daily conferences with the dealers reported a plan to which both had practically agreed. The Directors authorized the Executive Committee to put the proposed plan into effect when in their judgment seemed best.

The dealers had appealed to the Regional Milk Commission for relief on account of surplus. They now agree to withdraw that appeal until April 1st with the understanding that the surplus plan be submitted to the board and taken into consideration in its findings for April, May and June.

Full details of the hearings and surplus plan will be printed in the April Dairyman.

BOSTON PRICES AGREED TO BY NEMPA.

1917	
April 1	Flat advance of 1 1-4c per quart over 1916 summer prices. Test base same % butter fat excess at rate of 35c lb.
Aug. 1	7c per quart f. o. b. Boston. Country R. R. Station price reflecting agreed costs of delivery in Boston. Test base 3.5% excess fat at rate of 35c lb.
Oct. 15	8c per quart f. o. b. Boston. Hauling charge, eliminated; other conditions same.
Nov. 1	7 1/2c per quart f. o. b. Boston other conditions same.
1918	
Jan. 1	8 1/2c per quart f. o. b. Boston other conditions same except 40c lb excess butter fat.
Average price f. o. b. Boston	
April 1917-April 1918 per qt.	7.175c
Average, 1916	4.037c
Increase	3.138c

The financial reports of the Chicago Milk Producers' Association show that the receipts for 1917 were \$26,710.74. The treasurer had on hand \$10,711.67, making the total receipts for the year \$37,422.41. The total payments for the year amounted to \$29,147.95 leaving a balance on hand of \$8,274.46. There are practically the same number of members in the Chicago Association as in the NEMPA and it is interesting to see how closely they run in the matter of expense. Chicago had an outlay of over \$4000 for legal services. New England had an organizing expense of practically half its income.

MANAGER'S REPORT.

(Continued from page 3.)

Credits.

Much money is annually lost through the failure of irresponsible buyers. Such buyers sometimes offer fictitious prices in order to get a supply which they never can or expect to pay for. They use it in the market to undersell reliable dealers, thus injuring all concerned in that market.

Some restriction, legislative if possible, should be applied to the purchases of dairy products by irresponsible parties. We suggest that steps be promptly taken in co-operation with such business organizations as the Chamber of Commerce, Eastern States movement and others, to work out a system of credits to which every dealer who buys milk of our members should be required to conform.

Spring Prices.

The Regional Milk Board is charged under its warrant of authority to award producers a price that represents cost of production plus a reasonable profit. The dairymen of New England must get just that or they cannot continue to make milk. What cost is should be determined by efficient production. Milk producers should be satisfied with the least profit that can be considered reasonable by fair minded men. There should be no attempt at profiteering. If, after reasonable profit plus cost is established, these costs can be reduced, the reduction should be reflected in decreased prices to the public. Farmers should not take less that dealers may make more. The public should benefit in any reduction of prices to us.

Upon motion it was voted that the report of the manager be accepted.

The Treasurer then presented the following report, which upon motion was accepted:

TREASURER'S REPORT

From Feb. 23 to Dec. 31, 1917.

Dues & Fees	\$19,949.13
Notes (Borrowed)	875.00
Pay Roll	\$3,552.00
Postage	390.00
Printing & Stationery	496.55
Office Furniture	1,266.00
Typewriter Supplies	16.25
Office Expense, including Lighting, heating, phone & telegrams, etc.	2,132.55
Organizers	4,044.72
Pres. Frank W. Clark, (Salary & Exp.)	356.35
Secy. Richard Pattee, (Salary & Exp.)	3,637.85
Treas. E. P. Wilcox, (Salary & Exp.)	639.33
Executive Committee, (Salary & Exp.)	980.11
Market Committee, (Salary & Exp.)	785.80
New England Dairyman	1,450.00
Misc. Account (Exch. of Org. checks)	1,038.94
Balance carried to account of present treasurer, Roger Sherman Hoar	37.68

The auditor's report was then presented as follows:

AUDITOR'S REPORT.

We have this day completed an examination and footing of the books of the Secretary from February 23rd, 1917 to January 1st, 1918, and find them correct, and that the Secretary has collected in fees and dues the sum of \$20,824.13, and that the same has

been turned over to the Treasurer as determined by receipts from the Treasurer, and bank deposits to his credit.

We have also examined the books of the Treasurer from February 23rd, 1917 to January 1st, 1918, and find them correct and proper vouchers, or other evidence for all bills paid, also a balance in the treasury of \$37.68.

The Treasurer's books have been verified by Mr. Charles P. Clapp, a certified public accountant.

Respectfully submitted
Stanley H. Abbott
F. S. Adams

February 22 1918. Auditors.

Upon motion it was voted that the report of the Auditors be accepted.

Mr. Hoar introduced the following resolution which was adopted:

VOTED: That all new business be introduced by a written motion signed by a voting member and handed to the Clerk before the noon recess. That the President appoint four committees of five men each, That he assign all new business to the appropriate committee, that when this meeting adjourns it adjourns until 2 p. m. and that the Committees meet during the recess and report at the afternoon session on all matters referred to them.

Mr. Hoar introduced resolution No. 1 which was referred to the Committee on By-Laws, resolution No. II which was referred to the committee on By-Laws, resolution No. III which was referred to the Committee on By-Laws, resolution, No. IV which was referred to the committee on By-Laws and resolution V which was referred to the Committee on By-Laws.

Mr. Pattee introduced resolution No. VI which was referred to the Committee on Miscellaneous Business.

Resolution No. VII which was referred to the Committee on Miscellaneous Business.

Resolution No. VIII which was referred to the Committee on Miscellaneous Business.

Resolution No. IX which was referred to the Committee on Miscellaneous Business;

Resolution No. X which was referred to the Committee on Miscellaneous Business;

Resolution No. XI which was referred to Committee on Co-operative Buying.

Mr. W. F. Spokesfield introduced resolution No. XII which was referred to Committee on Miscellaneous Business.

On motion it was voted to invite J. T. Googan on Rhode Island to sit with this body representing that state.

A motion to adopt the Chamber of Commerce plan of dealing with surplus milk on the Boston market was referred to the Committee on Surplus. Recess until 2 o'clock P. M.

P. M. SESSION.

Letter from former President Ed. O. Colby of Whitefield, N. H., was read expressing his regret that illness prevented his attendance.

Upon motion it was **VOTED:** That the clerk be instructed to send a letter of condolence and appreciation to Mr. Colby.

Upon motion the rules were suspended to permit Mr. Knight of Clinton, Maine, to present the following resolution:

That the by-laws be amended in such wise that the local branch shall transmit to its county branch two-fifths of its income from the central association.

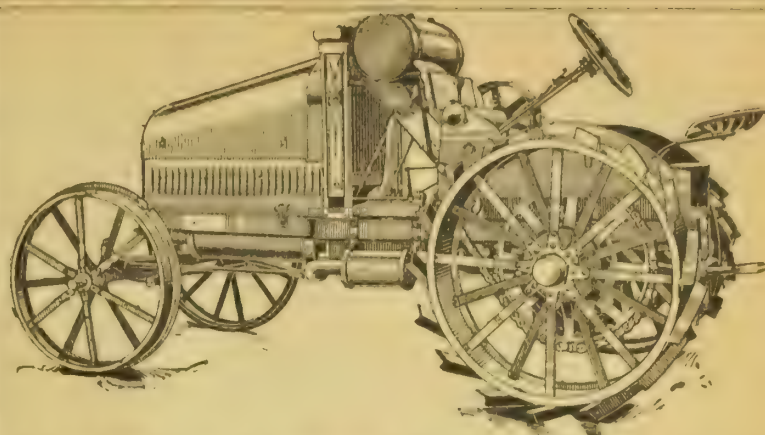
Mr. Hoar moved to amend Mr. Knight's motion in such wise as to provide that all fees, dues and assessments shall be retained by the central association.

Discussion ensued.

Dr. George B. Hyde moved to lay the whole matter on the table. Motion was carried.

Dr. J. A. Ness of Auburn, Maine, then presented the reports of the Committee on Miscellaneous Business.

We recommend and move the adop-



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Those dairymen who have used this wonderful feed in the past will need no second invitation. We have been unable to take orders for LARRO-FEED for the past nine months because of our inability to secure all the necessary ingredients. During that time hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits this winter by ordering your supply of LARRO-FEED at once. Better see your dealer about it to-day.

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to keep your dairy sweet and clean, and to turn out a quality of milk that complies with every detail of your local and state pure food regulations, then it pays to use



the dairy cleaning material that cleans clean.

Cleanliness strictly adhered to in the handling of the milk removes those sources of contamination, and keeps the milk quality at its highest standard.

And since milk quality at the present time represents a high money value the many who rely upon this cleaner to assist them in rendering everything pure, sweet, clean and sanitary are more thoroughly convinced than ever that Wyandotte Dairyman's Cleaner and Cleanser was made especially for dairy purposes.

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Your regular supply man will fill your order for this cleaner.

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tion of the following resolutions:

No. VI—That we endorse the project of country milk plants owned by the milk producers and instruct the Directors to work out a plan for such plants.

No. VII—That the several state councils be instructed to choose a legislative agent and that such agents constitute a New England legislative council to propose uniform legislation relative to dairy matters.

No. VIII—That the Board of Directors be instructed to work out some system of credits whereby the financial responsibility of buyers of milk products may be determined and to bring about uniform and regular periods of settlement.

No. IX—That the Board of Directors be instructed to, if possible, devise and enforce a system of sampling, testing and weighing by disinterested, competent persons.

No. X—That we favor the passage of laws permitting the standardization of market milk.

No. XII—That all station charges where the dealer maintains no country receiving stations be abolished. Where dealer does have a receiving station only producers whose milk goes through such station to be charged station expense.

No. XIII—Whereas there is most urgent need of maximum food production for 1918, and

Whereas the rulings and edicts of the food administration are confusing to dairymen and farmers, and

Whereas this uncertainty as to what the authorities will or will not do, is preventing rather than encouraging, increased production, therefore be it

RESOLVED that the New England Milk Producers' Association respectfully but urgently petition the food administration at Washington to issue, at the earliest moment possible a statement indicating whether it is to continue price fixing in farm supplies and produce, if so we respectfully request that it be on the basis of cost of production plus a reasonable profit in all cases, and be it

RESOLVED that a copy of this resolution be forwarded Mr. Hoover by our secretary.

The report of the Committee was accepted and adopted.

The chair then introduced Mr. Howard Selby of Springfield, Mass., Manager of the Eastern States Farmers' Exchange who spoke at length upon Co-operative Buying and the plan proposed by the Eastern States Farmers' Exchange.

Mr. Elmer M. Poole of North Dartmouth, Mass., then presented a report of the Committee of Co-operative Buying.

We recommend the adoption of resolution No. XI as follows:

No. XI—That the chair appoint a committee of three to investigate the Eastern States Farmers' Exchange, such committee to report to the Board of Directors within seven days with recommendations.

The report of the Committee was accepted and adopted.

The chair appointed Mr. Hoar and Mr. Pattee to act with himself on this committee.

Dr. A. W. Gilbert, Secretary of the Committee on Agriculture of the Boston Chamber of Commerce was then introduced and spoke on the matter of surplus milk.

Mr. E. L. Bradford, representing the milk distributors of Boston was introduced and spoke on the same subject.

Discussion followed. Upon motion it was voted to postpone discussion on the matter of surplus until the report of the Committee following the banquet.

Mr. Roger Sherman Hoar then presented the report of the Committee on By-Laws as follows:

We recommend the adoption of the following resolutions:

No. I—That Article VIII, Section 5

ANNOUNCEMENT

Commencing March 1st, 1918, the interests of Henry E. Wright & Sons, Inc., and the P. R. Ziegler Company were consolidated, the new firm name becoming the Wright-Ziegler Company. The general offices and sales rooms will be continued at the old address of the Henry E. Wright & Sons, Inc., namely, 12 South Market Street, Boston, Mass.

There will be no change in policy over that pursued by both firms in the past. The new concern will continue to manufacture, and represent throughout New England, other manufacturers of only the very best lines in milk plant and creamery equipment, dairy barn equipment, milking machines, silos and cutters, and there can be no doubt but that the combined interests will be enabled to give the purchaser even better service in all things than here-to-fore.

**WRIGHT-ZIEGLER
COMPANY**

12 SOUTH MARKET STREET,

BOSTON, MASS.

shall be amended by striking out the words "one" and "member" and inserting the words "three" and "members not more than one of whom shall be from any one state," in line three of this section, so that the amended section shall read as follows:

Section 5. The Board of Directors shall consist of one member from each state and three additional members, not more than one of whom shall be from any one state. The member of the Board of Directors from each State shall be suggested by the voting members of the Association from that state. The Clerk of the association shall be ex-officio a member of its Board of Directors. The Board of Directors shall annually choose the president.

No. II—That Article VII be amended by adding Section 5 as follows: "Each market branch shall delegate one of its members to serve on a central marketing committee in conference with the Board of Directors, which Board shall have the final say as to all market matters. The central marketing committee shall meet whenever called together by the Board of Directors."

. III—That article VIII be amended by adding Section 10 which reads as follows:

Section 10 The Board of Directors, shall annually select from among their members an Executive Committee of the Board of Directors, who shall act under the direction of the Board of Directors and any powers vested in the Board of Directors may be delegated by it to the Executive Committee of the Board of Directors.

No. IV—That Article VII Section I of the by-laws be amended by striking out the word "shall" and inserting the word "may" in line seven, and by adding at the end of this section "or they may consolidate with other local branches who sell their dairy products in any market other than Boston or New York, until the total number of members selling in that market shall be at least ten, when they shall be entitled to designate one voting member of the market branch, if any bearing the name of the market in which their products are sold so that the section as amended shall read as follows:—

Section I. Ten or more members of any local branch who sell their dairy products in any market other than Boston or New York may designate one voting member of the market branch, if any, bearing the name of the market in which their products are sold. If less than ten members of any local branch sell their products in any market they may be classed with the members of the nearest local branch entitled to designate a voting member in the market branch as above. Or they may consolidate with other local branches who sell their dairy products in any market other than Boston or New York, until the total number of members selling in that market shall be at least ten, when they shall be entitled to designate one voting member of the market branch, if any, bearing the name of the market in which their products are sold.

No. V—That article VI, Section 4 be amended by striking out the word "in," and inserting in place thereof, the words "on or before the fifteenth day of", in the second line thereof, so that the section, as amended, shall read as follows:

Section 4. Each county branch shall hold a meeting on or before the fifteenth day of February of each year for the election of officers and the designation of association voting members.

The report of the Committee was accepted and adopted.

The Chair then called for names for Directors.

The delegates from Maine presented the name of L. E. McIntire, East

Waterford, Maine, those from New Hampshire, the name of A. S. Andrews, Hudson, N. H., those from Vermont the name of Mark H. Moody, Waterbury, Vermont, those from Massachusetts, the name of Elmer M. Poole, North Dartmouth, Mass., those from Connecticut, R. A. Sikes, Ellington, Ct. Mr. Googan of Rhode Island presented the name of H. W. Tinkham of Warren, R. I.

Upon motion it was voted that the Clerk cast one ballot for each of the foregoing names. The ballot was cast and the President declared them elected.

The chair then called for the names of delegates at large. The name of Frank W. Clark of Williston, Vt., was presented and upon motion the secretary was instructed to cast one vote for Mr. Clark, which being done, Mr. Clark was declared elected. The name of W. E. Knight of Clinton, Maine was presented and the secretary by vote instructed to cast one ballot for Mr. Knight. The ballot was cast and Mr. Knight was declared elected. The name of Walter B. Farmer of Hampton Falls, N. H., was presented and it was voted that the secretary cast one ballot for Mr. Farmer. The ballot was cast and Mr. Farmer was declared elected.

The chair called for the election of a Vice President. The name of Frank S. Adams of Bowdoinham, Me., was presented. It was voted that the secretary cast one vote for Mr. Adams. The ballot was cast and Mr. Adams was declared elected.

The chair called for the election of a treasurer, the name of Roger Sherman Hoar was presented. It was voted that the clerk cast one ballot for Roger Sherman Hoar. The vote was cast and Mr. Hoar was declared elected.

Upon motion of Dr. J. A. Ness it was voted that the Directors be instructed to have all books and accounts audited by a certified public accountant.

A recess was then taken during which dinner was served to 168 members and guests in the banquet hall.

Following the dinner Mr. John R. Murdock of Providence, R. I., member of the New England Regional Milk Board was introduced as Toastmaster. Mr. Murdock spoke briefly in appreciation of the work the New England Milk Producers Association had done and introduced the following:—

Mr. E. L. Bradford, Manager of the Turner Center Dairying Association of Auburn, Maine, responded to the toast "The Distributor." Mr. Bradford called attention to a plan proposed by him for requiring bakers to use more milk in bread.

Mr. Philip R. Allen, Chairman of the New England Regional Milk Board, responded to the toast "The Government" outlining briefly the activities of the New England Milk Board.

Mr. Reginald W. Bird responded to the toast "The Business" discussing at some length the adoption of better business methods and practices in production and distribution.

Mr. Glenn C. Sevey, Editor of the New England Homestead, responded to the toast "The Producer" paying tribute to the men on the farms through whose operations the whole problem of the milk situation arose. Mr. Sevey spoke in high appreciation of the patriotism and intelligence of the producers.

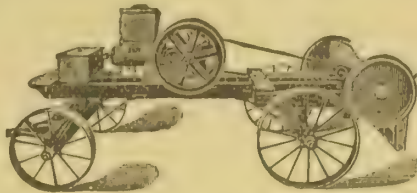
Mr. John A. Scheuerle of the Eastern States Agricultural and Industrial Exposition at Springfield, Mass. responded to the toast "The Future" predicting splendid results from intelligent cooperation of all classes of people interested in the promotion of agriculture in New England.

After the banquet the Association was called to order and the report of the Committee on surplus was made by Mark H. Moody, Waterbury, Vt. as follows:—

We recommend the adoption of the

Show Your Patriotism

BY HELPING NEW ENGLAND OUT
OF A MOST SERIOUS FUEL CONDITION



INVEST A LITTLE MONEY IN A
WOOD-SAWING OUTFIT

and then saw up every bit of wood you can find. Get your neighbors to hire you to saw up their wood. This is the truest patriotism and something you can really do for your country in this great time of need.

BRACKETT, SHAW & LUNT CO.

62 NO. WASHINGTON ST., BOSTON

SOMERSWORTH, NEW HAMPSHIRE

"RELIANCE LINE"

Headquarters for Gasolene and Kerosene Engines
For All Purposes.



"Quality in Feed is Economy in Feeding"—

Therefore

feed—

UNION GRAINS

The First, the Purest, the Greatest
Dairy Ration ever made.

Manufactured only by

THE UBIKO MILLING COMPANY
Cincinnati, Ohio

Boston Office, 73 Tremont Street

Chamber of Commerce plan for handling surplus milk in the city of Boston.

Copies of the Chamber of Commerce plan were distributed.

It was moved that the entire question be referred to the Directors with power to act.

Discussions ensued.

It was moved to amend by instructing the directors to work out a surplus plan.

Discussion followed.

Motion and amendment were withdrawn.

It was moved by G. W. Q. Perham and seconded that the directors use every effort to enlarge the market for whole milk and that they be authorized to put into effect a surplus plan along the lines of that recommended by the Chamber of Commerce.

Discussion followed.

The motion being properly seconded was carried.

Mr. Perham asked that the rules be suspended for the introduction of a resolution. It was voted that the rules be so suspended and Mr. Perham introduced and moved the adoption of the following resolution

RESOLVED: that the New England Milk Producers' Association in annual session assembled request the National Food Administration to instruct bakers to use all the skim milk possible and that they be permitted to add the actual cost of the skim milk so used to the price of bread, advertising it as "milk bread." That the Directors use all other means possible to take care of surplus, that if deemed necessary by the Directors they be authorized to send a committee to Washington to present the views of this Association to the National Food Administration.

Resolution adopted.

Meeting adjourned.

DIRECTORS MEETING

During the evening session of the Annual Meeting of the New England Milk Producers Association the Directors met at the American House with Messrs. Knight, McIntire, Andrews, Pattee, Clark, Moody, Poole and Sikes present.

The meeting was called to order by Mr. Clark.

The Chairman called for the election of a President. The name of Frank W. Clark of Williston, Vt. was presented and upon motion duly seconded Mr. Pattee was instructed to cast one vote for Mr. Clark for president of the New England Milk Producers' Association and Chairman of its Board of Directors.

The vote was cast and Mr. Clark was declared elected.

The meeting then adjourned until after the meeting of the Association.

The Directors met at the American House after the meeting of the Association adjourned and choose by a ballot the following executive committee:

Frank W. Clark, L. E. McIntire

Richard Pattee, Mark H. Moody

H. W. Tinkham

It was voted to employ the firm of Hoar and Dewey as counsel for the coming year.

Voted: To employ Richard Pattee as General Manager.

A complaint against the firm of H. P. Hood and Sons' was referred to Hoar and Dewey for consideration.

Claremont, N. H.

Jan. 10, 1918

Richard Pattee
Boston, Mass.

Dear Sir:

At our annual meeting Jan. 5th I was instructed to express to you our hearty appreciation of what the NEMPA has done and also of your efforts personally. We would pledge our earnest support and cooperation to the officers of the NEMPA for the coming year.

Sincerely yours,

(Signed) Eliot C. Storey

Sec. Claremont, N. H. Local.

WHAT COWS CAN DO.

All a good cow needs is good feed and good care to show what she can do. Here are just a few Unicorn fed COWS:

Ohio

Ten 25000 lb. (A. R. O.) cows average in one herd fed on Unicorn. Three 1000 lb. fat records. Ten year old makes 1000 lbs. fat.

Illinois

One herd has 15000 pounds average. Fed on Unicorn for four generations.

Michigan

The best Guernsey record in the state. The highest producing large Holstein herd. The best Jersey herd.

New Hampshire

The highest Holstein herd.

Indiana

The three highest Holstein year records.

Iowa

Highest average Holstein herd.

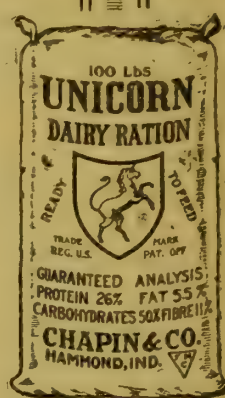
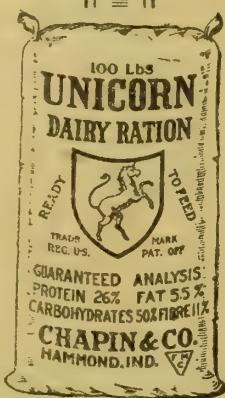
New York

Best 2 year old Guernsey record.

Unicorn is the feed you need for economy and production.

131 State St.

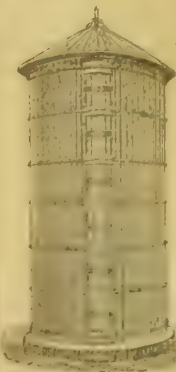
Chapin & Co., Dept. X, Boston, Mass.



IDEAL SILOS

Don't Keep Cows

MAKE COWS KEEP YOU



with the assistance of an Ideal Silo, in which you always find economy, convenience, strength, simplicity and sweet wholesome ensilage. The Ideal Lasts and Lasts and Lasts.

BENNETT BROS. CO.

Box 56 LOWELL, MASS.

SAVE HALF Your Paint Bills

BY USING Ingersoll Paint. PROVED BEST by 75 years' use. It will please you. THE ONLY PAINT endorsed by the "GRANGE" for 43 years.

Made in all colors—for all purposes.

Get my FREE DELIVERY offer.

From Factory Direct to You at Wholesale Prices.

INGERSOLL PAINT BOOK—FREE

Tell all about Paint and Painting for Durability. Valuable information FREE TO YOU with Sample Cards. Write me. DO IT NOW. I WILL SAVE YOU MONEY. Oldest Ready Mixed Paint House in America—Estab. 1842. O. W. Ingersoll, 295 Plymouth St., Brooklyn, N. Y.

The Best Market Milk in the World is

Holstein Milk

There is an increasing demand from the consuming public for Holstein milk. Medical experts in infant feeding agree that it is the most easily digestible, most nourishing and vitality building milk for infant feeding and for adult use.

Write for booklet, "The Story of Holstein Milk"—it is free.



THE HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA

Box 300

Battleboro, Vermont

BE COMFORTABLE IN ALL WEATHERS

Whether in sleet or snow or freezing cold, Contoocook keeps all the bad weather on the outside—where it belongs!

And when warm weather comes,

Contoocook absorbs perspiration like a fresh piece of blotting paper does ink. All wool. Doesn't stretch, wrinkle, or bind anywhere.

Ask your Dealer



Wise Bees Save Honey—Wise Folks Save Money

Interest Begins April 10

War-time economy brings peace-time prosperity.

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK

Incorporated 1869

75 Tremont Street, Boston, Mass.

REGISTERED HOLSTEIN-FRIESIAN BULL CALVES

Sired by Maplemont Sir Pietje Koradyke No. 159766. His dam and grand dam's tests average 4.74%.

His six nearest dams seven day butter records average.

From advanced registry dams. From one to five months old. Will be priced reasonably.

Write me your wants.

E. C. TAYLOR
TINMOUTH, VT.

BETTER PAINT FOR LESS MONEY

"Quality First" is our paint motto and we do not intend that an ounce of unworthy paint shall bear our label. Quality first—then price, and because we sell the user direct and handle an immense output we can save you a nice percentage of your spring painting bill and give you extra-good paint.

Twenty-four colors and white. COLOR CARD OF HOUSE, BARN and ROOF PAINT

sent on request. Our goods guaranteed as represented.

WEBER LUMBER & SUPPLY CO.

1 Thompson St., Fitchburg, Mass.

LADY POOR'S PURE PILE OINTMENT

Brings prompt relief, also a great remedy for Eczema, and all Skin Eruptions. A magnificent healer for Sores, Chafing, Burns, Scalds, Chapped Hands, Open Sores, Itches, and work in factory or farm and makes boys in the Army, find it a most useful means of need. At your Dealer's or send for 25 cents.

THE JAMES W. FOSTER CO.
BATH, N. H.
Manufacturers and Proprietors

ORGANIZATION DEPARTMENT

STATISTICS OF ORGANIZATION
February 15, 1918.

	Number Locals	Number Members	Number Orders	Number Cows	% Signed on Orders
Maine	134	2,877	1,466	22,532	50.9
N. H.	99	2,011	770	20,287	38.3
Vt.	137	3,975	2,501	64,691	65.4
Mass.	95	2,517	924	27,065	36.6
R. I., Conn. N. Y. &					
Canada	48	1,218	719	13,736	59.1

513 12,598 6,380 148,221 50. Plus

Above figures are absolute so far as Locals—Membership—and orders are concerned, the number of cows represented is only approximate, as many of the members (probably 10%) have not given the number cows they own.

IN PERCENTAGES

	Locals	Members	Orders	Cows
Maine has	26.1	22	23	15.2
N. H. has	19.3	16	12	13.8
Vt. has	26.7	31.5	39.2	43.5
Mass. has	13.5	20	14.4	18.2
R. I. etc. has	9.36	9.66	11.2	9.24
	99.96	99.16	99.8	99.94

Since February 15 there has been received new members and orders as listed below up to and including February 26. Many more are being received in the mails each day, locals having been delayed in holding their meetings on account of bad weather. They are pushing the work of signing old members very rapidly.

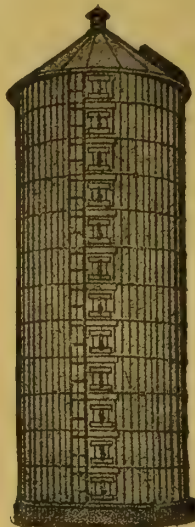
	Members	Orders	Cows
Maine	75	133	344
N. H.	24	70	218
Vt.	24	47	690
Mass.	33	120	415
R. I., Conn. N. Y. & Canada	100	225	1200
	256	595	2867

The general outlook as shown by the reports of meetings is encouraging. It is no time however to feel satisfied to stop work. It is absolutely necessary that the drive for members be pushed to the very limit in every local. Many locals have not reported holding a meeting. Many of these locals are those that have not done any work in getting new members during the time since organized last winter and have not signed over any of the old members. If they do not do this we will lose their much needed support and they will be failing to do their part for the organization which means so much to them.

A member of a local in Maine wrote as follows about the November Dairyman: "I liked your editorials in last Dairyman very much. They have the right ring. We are with you to a man. I am working hard to get every shipper to join our Association and am meeting with very good success. After our Vice Pres. Sec. and myself had each in turn hammered away at the most stubborn and contrary 'slacker', I loaned him my copy of the Dairyman to read over Sunday. This morning he passed me the paper with the remark 'It's all right.' Then you are ready to join, are you?" I said, "Yes, give us a membership blank."

Mention the N. Eng. Dairyman when writing to advertisers.

DIRIGO and STANDARD SILOS



have been manufactured for eighteen years with ever increasing popularity and sales.

Buy Your Silos Now

Never did so little of your farm products purchase a silo; never did you need one so much.

Sold Direct to You

SEND FOR CATALOGUE AND PRICES.

STEVENS TANK & TOWER CO.
AUBURN, MAINE



Let This Sink In —

It is a fact—hundreds of dairymen have proved it—that International Special Dairy Feed will increase the average cow's milk flow over any other feed. Remember that it is cheaper to feed International Special than home grown grains. Then think of the extraordinary price you can get for those home grown grains—and for milk, too! All these profits are yours when you feed

International Special Dairy Feed

Finely you say. Then try it. Act today. Order a ton of International Special. It is sold by more dealers than any other feed on the market and there is doubtless someone near you who can supply you.

If not, write us.

One ton will last the average cow six months. If it doesn't make her give 50 to 100 gallons more milk during that time, we'll mail you our check for the difference.

International Sugar Feed Co.

Minneapolis, Minn. Mills at Minneapolis and Memphis

Your Cows Yield as they Feel

Poor milkers are not accidents—they are usually backward because there is something wrong with their physical condition. You cannot expect such a cow to give a good milk yield until her sluggish organs have received proper medical treatment.

Kow-Kure has become the standard remedy in thousands of dairies because this famous cow medicine has great medicinal qualities that work upon and tone up the digestive and genital organs, making each perform its proper function.

You can prove for yourself the merit of Kow-Kure by trying a package on one of your poor milkers, and watch results carefully. Besides being a general tonic, Kow-Kure is especially recommended for the prevention or cure of such diseases as Abortion, Barrenness, Milk Fever, Scouring, Lost Appetite, Bunches, Retained Afterbirth, etc.

Dairy Association Company
Lyndonville, Vt.

KOW-KURE

Kow-Kure in 50c and \$1.00 packages.
Bap-Halm in 50c packages.
At food stores and druggists

FREE—"THE HOME COW DOCTOR"
This valuable free treatise on diseases of dairy cows ought to be in every farm library. Send for your copy today.



CO-OPERATIVE BUYING.

(continued from page 9)

unloading of the car and avoiding demurrage charges; and third, to furnish capital which enables the business being handled on a cash basis, which is always the cheapest and most economical method. A person signing a note with an order or advancing cash is less apt to dispute having ordered the particular quantity or commodity. He is also apt to be more prompt in unloading the car because he has agreed to take the order and knows that if he holds back, he must personally pay the demurrage charges.

A local association having capital stock or notes on deposit with a local bank as security on loans could avoid the necessity of securing members' notes with every order, if they so desired. The plan of demand notes with orders is simply suggested as a system which is working to advantage in some instances where the local association has no capital. All that the Eastern States Farmers' Exchange requires of local and county associations is to know that the transaction will be on a cash basis and that the money will be paid upon arrival of the car. A plan must necessarily be adopted which will meet the approval of the local bank with which the association is doing business. The Eastern States Agricultural and Industrial League, through its Farm Finance Bureau is prepared to suggest practical plans for bankers in their relation with local exchanges and will work with any farmers' organization in that connection which requests its services.

The first quotations will deal principally with grains and feedstuffs. Other items will be added as quickly as satisfactory arrangements can be made with manufacturers and producers. Organizations interested in purchasing quantities of any special product will find the Eastern States Farmers' Exchange prepared to make the investigations and inquiries to secure the lowest prices.

A general bulletin has been prepared and may be secured free upon request by addressing the Eastern States Farmers' Exchange, Springfield Massachusetts.

In many of the letters from officers we find complaint regarding test and they state that the producers feel that testing should be done by disinterested parties. This is the position of the NEMPA, as has been stated in the Dairyman. This is a very serious matter, as important as price itself. It is an encouraging sign to see the producers urging action. We wish more producers would write and make suggestions and demands.

PAPEC
How Full is Your Silo?

A silo usually settles about one fourth after filling. Our plan will save you \$75 to \$150 yearly—the bigger your silo the greater the saving. Get a Papec Ensilage Cutter; fill and re-fill your own silo. Your engine—3 H P and up—will run it and fill any silo. The 1918 Papec Catalog will show how you can make your silo earn more. You should have this book. It's free. Write today.

PAPEC MACHINE CO.
36 Main St., Shortsville, N. Y.
22 Distributing Stations

The Real Grievance Is Against the Low-Producing Cow, Not the Feed

Competent, unbiased men went to the bottom of the milk situation in New England.

They found, although the general level of feed prices was high, that the cost of the grain ration was only 20% to 25% of the total cost of producing milk, even where the grain ration was heavy.

The dairy man's real grievance is against the low-producing cow—not against the cost of feeds.

But the man with the best of cows has had to select and mix his feeds more carefully than ever before.

Buffalo Corn Gluten Feed

The unprecedented demand for Buffalo Corn Gluten Feed is evidence that dairy farmers are sizing up the feeds, carefully, one against the other.

One reason dairymen want Buffalo is that they are beginning to pay more attention to the comparative digestibility of feeds. They are learning that digestibility is more than a mere book term.

They are appreciating the fact that every pound in a bag of feed that the cow cannot digest is so much money thrown away. The cow can digest more pounds to the sack of Buffalo Corn Gluten Feed than of any other protein feed.

Low digestibility is a side partner of waste.

Corn Products Refining Company

Chicago

New York

GREEN MOUNTAIN SILOS
are built for the man who knows quality. Staves dipped in creosote preservative; bound by extra strong hoops. Safe-like doors keep silage sweet. Anchorage system prevents blowing over.

Write for folder. Order early and save money.

THE CREAMERY PACKAGE MFG. CO.
364 West St., Rutland, Vt.

The UNADILLA—A Profitable Winter Milk & Meat Producer

WHEN JACK FROST has made grazing a thing of the past; when snow lies deep—that's when you feel the need and economy of a Unadilla Silo, filled to the roof.

WHETHER you raise milk or meat; cattle, hogs or sheep, Unadilla Silos provide a cheap, succulent, healthy milk and meat producing food. In bleak mid-winter when grain prices soar, but when prices you get are also highest—Unadilla Silos serve as real barn pastures. And it's a Unadilla you want. Many thousand dairy and stock farmers have found it their best paying investment. Learn why. Send for Catalog, special early-order discounts and Agency Offer.

Unadilla Silo Co., Box X Unadilla, N. Y., or Des Moines, Iowa

Every farmer knows the perils of sore breasts and saddle galls during Spring work.

MORRISON'S Old English Liniment
takes out the soreness and toughens the Skin.

Made, sold and guaranteed by
JAS. W. FOSTER CO., Bath, N. H.
Direct from us if your Druggist doesn't keep it.

Two Sizes—50 cent and \$1.00

TOP QUALITY Baled Shavings
The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.

PIONEER BALED SHAVINGS



NOW, more than at any other season of the year, the kind of ration you feed your dairy cows is of the greatest importance. They have been on dry feed for several months and apt to be showing a dropping off in their milk production. They should have a ration of exceptional **PALATABILITY** and particularly one containing the **WIDEST VARIETY** of grain products which are high in quality of both carbohydrate and protein content — a ration that will “whet” the appetites and induce maximum production over long milking periods.

In **SCHUMACHER FEED** and **BIG “Q” DAIRY RATION** you have a combination of milk producing materials which are most ideal. They furnish the five essentials of a successful dairy ration—**PALATABILITY—DIGESTABILITY—VARIETY—NUTRITION** and **BULK**, so scientifically balanced that your cows will relish them day after day, year in and year out, and maintain their maximum flow and keep in vigorous, healthy condition.

SCHUMACHER FEED AND BIG “Q” DAIRY RATION

SCHUMACHER FEED has been the “stand-by” and standard of dairy feeds for years. It has to its credit more World’s Champion Long Distance Milk and Butter records (as the carbohydrate portion of the ration) than all other feeds combined. Of 27 World’s Champion Records to its credit—20 were on **YEARLY** production—and you know that **LONG DISTANCE PRODUCTION** means increased **LONGER** profits for you.

Fed in conjunction with **BIG “Q” DAIRY RATION**—our new high protein feed—you have a mixture which can be made suitable for any cow, in any lactation condition. The secret of the exceptional merit of **SCHUMACHER** is in the fact that it supplies the **ENERGY, STAMINA, “BACK-BONE” VIGOR “STAND-UP-ABILITY”** so vitally necessary for long milking periods.

BIG “Q” DAIRY RATION is a protein feed that has more than made good the dairymen’s highest expectations—it is a **DIFFERENT** protein mixture—different because its protein content is not simply so much protein, but a selection of the **RIGHT KIND, QUALITY** and **VARIETY** of protein materials now recognized of **VASTLY** more importance than quantity.

Try Feeding the Following Suggested Rations and Let Your Own Cows Render the Verdict:

General Ration with Ensilage or Roots	{ One part Schumacher Feed One part Big “Q” Dairy Ration
To Fresh Cows with Green Feed.....	{ Two parts Schumacher Feed One part Big “Q” Dairy Ration
To Dry Cows.....	{ Four parts Schumacher Feed One part Big “Q” Dairy Ration
Test Ration.....	{ One part Schumacher Feed Two parts Big “Q” Dairy Ration

(Increase Big “Q” Ration if cow can handle more protein without bad effects)

Now is the time to force your milk production. Every extra pound of milk you produce by liberal feeding up to the capacity of the cow is two-thirds profit. That’s why it pays big to feed these two ideal feeds.

The Quaker Oats Company, Address Chicago, U.S.A.

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association

Volume 2. Number 1.

BOSTON, MASS., APRIL, 1918

50 Cents Per Year

Report Regional Milk Commission

Illuminating Discussion of New England Milk Situation

In accordance with the warrant, the Commission organized on December 11, by electing Mr. Philip R. Allen of Massachusetts, Chairman, and John D. Willard, Secretary. Judge William E. Lamb of the U. S. Food Administration then explained the duties of the Commission. Immediate publicity was given to the purposes of the Commission, and to the dates for hearings. Notices were published in papers throughout New England; and specific announcement by letter was sent to the four large distributors of Boston, to the Association of Independent Milk Dealers of Boston, to the New England Milk Producers' Association, to representatives of labor organizations, and to other consumers' groups. Notice was given by the various members of the Commission to individuals, both producers and distributors, in all of the New England States. The Commission received testimony, under oath, from the producers on December 18, 19, and 20; from the consumers on December 20; from the distributors on December 20, 21, 27 and 28. A transcript of the testimony and of many of the exhibits was transmitted herewith. A complete list of the latter is appended.

The producers in presenting their case gave much prominence to the survey of the cost of production prepared for the Boston Chamber of Commerce by experts connected with the Agricultural Colleges of five New England States. The following experts were presented as witnesses by the producers: W. H. Bronson, of the Massachusetts Agricultural College; George F. E. Storey of the University of Vermont; Karl Musser of the Connecticut Agricultural College; W. P. Davis of the New Hampshire Agricultural College, and Maurice B. Jones of the University of Maine.

In addition to their testimony many individual farmers presented evidence on the cost of producing their milk; Professor J. B. Lindsey of the Massachusetts Agricultural Experiment Station, as an expert, presented records and analyses bearing on the subject. R. W. Bird, Chairman of the Agricultural Committee of the Boston Chamber of Commerce, and A. W. Gilbert, Secretary of the

Agricultural Committee of the Boston Chamber of Commerce also testified as independent investigators.

At the request of the Commission, Dean Arnold of Simmons College and Miss Isabelle F. Hyams from the Out-patient Department of the Boston Consumptives' Hospital gave evidence concerning the patronage of milk depots by the occupants of tenement houses. Although many letters of invitation were mailed to consumers' organizations, only four witnesses testified from the standpoint of the consumer. One of them, Mrs. William Lowell Putnam, made certain recommendations on the distribution of milk.

In pursuance to a questionnaire prepared by the Commission, the large distributing companies, through their accountants, presented sworn statements covering their capitalization, profit and loss, and aggregate costs of distribution, and these were the subject of careful inquiry by members of the Commission and by counsel. Three experts from the office of the Attorney General of the Commonwealth of Massachusetts also testified concerning the audits they had made of the books of various distributors during the past year.

All the testimony was taken in open hearing, counsel for producers and distributors being present and cross-examining the witnesses. For the Commission, the Hon. Henry C. Atwill, Attorney General for the Commonwealth of Massachusetts, acted as counsel.

The Cost of Production.

The warrant under which the Commission has acted instructed them to take into consideration any losses sustained by producers on account of the agreement entered into with the National Food Administration for the prices agreed upon through November and December; and directed that, after determining a figure which represented the costs of production, the Commission should add a sum which would not only yield a reasonable profit for the months of January, February and March, but would also recoup the losses of the two preceding months.

In undertaking this work the Commission felt that it was necessary to reckon with the more far-reaching effects on the dairying industry. If consumers are to be supplied with milk in the future, the present dairy industry must be maintained reasonably intact. The only way in which

(Continued on page 6.)

APRIL PRICE Surplus Stumbling Block

Dairies and Prices Ordered Restored

Hearings before the New England regional milk commission were opened at the state house, Boston, March 19, for the determination of prices to be paid for market milk during April, May and June.

The producers, represented by the NEMPA were called first, and before presenting evidence demanded rulings to cover points of controversy under the findings for January, February and March. The rulings asked for were as follows:

Points for Ruling.

1. That its (regional commission) findings for the month of January, February and March, with respect to price to be paid by dealers to producers shall apply to all milk bought by such dealers, except as such milk was, prior to and during these months bought specifically for purposes other than resale as fluid milk.

2. That the findings for January, February and March with respect to price to be paid for fluid milk were based upon the assumption that such dealers would continue to receive the milk produced by dairies from which they were receiving such milk prior to and at the time of the decision of the commission; that the allowance of .0047 agreed to and included in the calculations of the commission as a part of the operating cost of the dealers was an allowance to cover the cost of handling whatever surplus might arise during January, February and March in the dairies from which the dealers were receiving milk prior to the finding of this commission, and that none of the milk from such dairies should be rejected or refused in whole or in part except it be unfit for sale in the markets covered by this finding during this period.

3. That the findings of the commission with respect to price to be paid producers be binding upon all such dealers in milk as are bound by the prices at which milk in this market is to be sold under the ruling and jurisdiction of this commission.

4. That the price to be paid producers for milk in the first two zones be as much in excess of the price to be paid for milk produced in other zones as it was in excess of such price or prices prior to the findings of this

commission for January, February and March.

5. That the price awarded to producers for January, February and March did not recoup such producers for loss sustained during November and December, and such recoupment should be allowed in prices awarded for April, May and June.

The commission asked for specific information as to differences that had arisen and oral and documentary evidence was submitted against H. P. Hood & Sons, showing that concern to have cut off dairies in some places and lowered the prices paid farmers in other places. C. H. Hood defended the action of his concern on the ground that such action was taken only according to the actual necessities of his firm and under advice of counsel. Mr. Sears, attorney for the Hoods, accepted all responsibility for the Hood firm in acting under his advice. Dr. Lowell, president of Harvard university and a member of the commission warned the Hoods against any invasion of the rulings of the commission under peril of loss of their federal license and called for records showing the facts, which were later furnished.

This statement shows that the Hoods moved milk by the car load from Newport and St. Albans, Vt., as follows: From Newport: August, 1917, one. September, five. October, fourteen. November eleven. December nine. January seven. February, none. From St. Albans: August, 1917, one. September, one. October twenty-two. November nine. December, six. January, none. February, none.

It appears further that a certain other points from which milk during part of the year moves to Boston as whole milk during other seasons sends milk to Newport and St. Albans for condensing or manufacture. It was the contention of the NEMPA that this was surplus milk bought for the Boston market except as it was specifically bought for the purpose of manufacture all the time and that merely because it was sent to these points to be made up did not relieve it from being part of the regular Boston surplus covered by

the allowance made to the Hoods for carrying the surplus during the three months covered by the ruling.

On these points the commission ruled that its price finding covered the milk from dairies from which milk was bought except it was prior to and during the past three months specifically bought for manufacturing purposes.

It ruled that dairies should not have been dropped to reduce the surplus and ordered dealers to take the milk from all dairies from which they were receiving January 1 except by permission of the commission.

On the last three points the Commission declined to rule as requested by the NEMPA.

The producers then presented Prof. Davis of the New Hampshire college at Durham who showed by the cow test association records that cows producing at the rate of nearly 6000 pounds per year actually lost money during January and February unless they produced nearly 4% milk. Prof. Ford, of Amherst, Mass., testified as to summer and winter costs showing a continuing high cost in April and early May and that such figures were larger this year than in former years. The producers agreed to accept as the prices for grain and labor the figures gathered by the chamber of commerce through the college and extension service in the several states.

A dealers' committee of five was appointed to meet the producers and make such recommendations to the commission as could be agreed to. This committee is C. H. Hood, E. L. Bradford, J. K. Whiting, John Alden and F. L. Whittemore. For the producers, F. W. Clark and Richard Pattee.

These committees were unable to agree upon prices to be recommended, and the dealers put in evidence showing the present spread between buying and selling prices to be insufficient.

On February 28th, the date of the Annual Meeting of the NEMPA, the dealers filed with the Commission a petition for relief from the surplus. The Executive Committee of the NEMPA and a committee of the dealers worked several days on a modification of the Chamber of Commerce surplus plan, finally agreeing to a plan subject to the approval of the Milk Commission. The Association claimed that the relief allowed the dealers for carrying the surplus should be taken from the dealers when they ceased to carry the surplus and that the same sum should be added to the price paid the farmers when they, the farmers, assumed the surplus. The dealers finally withdrew their request for relief.

The surplus plan agreed to was submitted to the Commission which after consideration returned it to the joint committee of dealers and producers with instructions to write into it certain provisions. The dealers were unable to agree to the conditions though they were accepted by the producers and the final result was that the dealers went before the Commission with each a separate plan. Under these circumstances the NEMPA requested that present conditions and prices be extended to

cover the month of April. The Commission after several suggestions and proposals had been objected to, finally passed down the following rulings which cover the month of April:

MILK COMMISSION RULINGS FOR APRIL

Upon motion it was

VOTED: That the price to the producers for the month of April be 8 cents per quart f. o. b. Boston, and that prices to the family trade, wholesale bottle trade and bulk trade be the same as for the past three months. Upon motion it was

VOTED: That a Committee of three be appointed to study and report a surplus plan as soon as possible and that such plan be not operative until approved by the interested parties, and that, beginning April 1, dealers keep record of purchases and sales as outlined by the Chamber of Commerce surplus plan. The Commission appointed Mr. Allen, Mr. Bird, and Mr. O'Hare. Upon motion it was

VOTED: That no dealer after this agreement shall cease to purchase from any producer from whom he purchased on January 1, nor shall he purchase from any producer from whom he does not now purchase without securing the approval of the Commission.

SCHEDULE OF PRICES

In Effect During April, 1918

PRICE OUTSIDE MASSACHUSETTS

Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans
3	41-60	\$0.591	\$1.507	\$2.852	\$3.316
4	61-80	.585	1.491	2.825	3.285
5	81-100	.577	1.477	2.800	3.255
6	101-120	.571	1.463	2.776	3.227
7	121-140	.565	1.451	2.753	3.200
8	141-160	.559	1.438	2.731	3.175
9	161-180	.553	1.427	2.710	3.151
10	181-200	.547	1.415	2.690	3.128
11	201-220	.543	1.404	2.670	3.104
12	221-240	.537	1.392	2.651	3.082
13	241-260	.532	1.382	2.632	3.060
14	261-280	.528	1.372	2.613	3.038
15	281-300	.523	1.362	2.594	3.016

MASSACHUSETTS PRICES

Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans
1	1-20	\$.723	\$1.809	\$3.406	\$3.959
2	21-40	.676	1.690	3.181	3.698
3	41-60	.605	1.515	2.852	3.316
4	61-80	.60	1.500	2.825	3.285
5	81-100	.595	1.487	2.800	3.255
6	101-120	.589	1.474	2.776	3.227
7	121-140	.584	1.462	2.753	3.200
8	141-160	.580	1.450	2.731	3.175
9	161-180	.575	1.439	2.710	3.151
10	181-200	.571	1.429	2.690	3.128

Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c. per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

CO-OPERATIVE BUYING

Get in Touch With H. W. Selby, Mgr. Eastern States Farmers Exchange, Springfield, Mass.

The Eastern States Farmers' Exchange plan was presented in detail at the annual meeting of the New England Milk Producers Association held in Boston on February, 28, 1918. A committee of three was appointed to make a full and complete investigation of the methods of the Eastern States Farmers' Exchange. The committee appointed made their report to the Board of Directors on March 8, 1918. The plan was accepted and the New England Milk Producers' Association with an active membership of 15,000 farmers recognize the Eastern States Farmers' Exchange as their official purchasing agency.

Method of Operation in Cooperative Buying.

In the work of cooperative buying, quotations will be sought from the most reliable sources and furnished the local affiliated organizations. In the beginning a quotation letter will be mailed every Friday afternoon, stating prices at which grains and feeds were offered during the first five days of the week and at which they were offered for acceptance until ten o'clock Saturday morning. It is expected that the managers or agents of local organizations will know the needs of their members especially in the line of grains and feeds so that they will be prepared to buy for them when the quotations are attractive and satisfactory. Quotations will be furnished from the Springfield office on request by wire collect giving prices at which the various stock will be offered for acceptance

before ten o'clock on the following morning. Other commodities will be included in the letter of quotations, the prices on which may hold for the period of one week or longer. As the business develops it is intended to furnish quotations at more frequent intervals but in the beginning the weekly plan will be followed.

Method of Ordering.

The Eastern States Farmers' Exchange will do business with and accept orders from local exchanges where the cash is guaranteed so that when the car arrives, payment will be made on arrival of draft. A popular method in organizations which have no capital stock is to secure from the individual farmers a signed order to which is attached a promissory note for the entire amount which is made payable on demand. The time for demand on these notes will be on the day of arrival of the car. When a representative of the local association, known either as the purchasing agent or the manager, has sufficient orders to complete a carload, he will send his order to the office of the Eastern States Farmers' Exchange and hand to the local bank with which the organization is dealing regularly an association note for which he presents as collateral the number of individual notes which he has received with their orders. The local bank will then advise the Eastern States Farmers' Exchange that they will honor a draft for this specified amount upon arrival of the car, unless a standing order or guarantee is furnished by the bank for the organization. The Eastern States Farmers' Exchange will then place the order at the point where the quotation was originally secured. The car will be forwarded direct to the shipping station of the local association where the draft attached to the bill lading will

be paid by the local bank on arrival of the car. Each individual farmer will, upon coming to the car to unload his goods, pay his personal demand note. In the event that the farmer has not the funds with which to pay the entire amount, he should pre-arrange with the bank for the necessary short time loan to cover the same or the portion which he is unable to pay at the time. Bankers are taking a kindly interest toward the plan because farmers are enabled to buy their supplies in wholesale quantities and thereby effect large savings under this plan, and the bankers are willing in practically every instance to loan money to the farmer whose reputation and character is good.

It is not proposed that the organizations which affiliate with the Eastern States Farmers' Exchange will be obliged to buy and sell all of their products through that organization. When a quotation is furnished by the Exchange it will be treated by the local association as a guide and indication of the market condition and is the price at which the commodity may be purchased through the Eastern States Farmers' Exchange. It is expected that the dealers will many times try to meet the quotations furnished from the Eastern States Farmers' Exchange and in many instances they will sell at reduced prices in order to meet this competition. We feel that the Exchange is serving a large purpose in either event, whether it actually buys the supplies or if it merely keeps the rate of profit under present methods at a reasonable figure.

The success of the exchange depends on the service it will be able to render. In cooperative buying that service will be measured by actual savings effected for the affiliated organizations and their members. The ability and power of the Exchange to secure the most attractive prices depends very largely on the volume of business handled. When the Exchange quotations are attractive, place your orders through that organization, aid in building a business of great volume and enable it to furnish increasingly attractive quotations.

GREAT SPRING DRIVE

2500 New Members in April

New members must be added to the rolls of the NEMPA. It won't do to stand still. Every sensible man knows that the organization has added hundreds, thousands and millions of dollars to the milk checks of New England during the past year. Besides that it has brought about tremendously valuable reforms in the milk business. The greatest of these is an equalization of prices by zones under which every producer gets the same price for the same quality of milk laid down in the market. Prices in cities outside metropolitan Boston are rapidly equalizing themselves based on Boston prices with proper local adjustments. Every village and hamlet is fast feeling the effect of the work of the NEMPA.

We have pledged \$2500.00 to a fund being raised to educate the public to use more milk. This is the first move in a great campaign of publicity. It will help reduce the spring surplus. We want to raise that amount by adding 2500 new members during April. We ask every member to do all in his power to get others to join. We ask every President and Secretary to get every cow owner not now a member to join at once.

The NEMPA cannot rest on its record, splendid as it is. The greatest part of its work is ahead. Let's put over this "spring drive" for membership with a whoop.

All up for 2500 new members in April! Don't wait for others. Get every man in. Do it now. Let's hear from you.

N. E. M. P. A. Worth While

Comparative Prices April 1917-April 1918

We give below a few examples of prices in Vermont, the strongest NEMPA state, to show whether the Association has been worth while. Farmers cannot fail to realize from these figures that they have made great strides toward justice and fair prices. In addition to price adjustment, consider the equities of the situation. In April, 1917 points three zones apart got the same price for milk. Thetford is 15 miles farther from Boston than White River Jct. and milk from Thetford passes through White River Jct. en route to Boston. Both are in the same transportation zone, yet under the old system. Thetford got 10c per cwt. more for milk of the same quality that cost the same to market. Now both points get the same price which is \$1.155 per cwt. more than Thetford got last year.

Assuming the hastily compiled transportation distances are correct the following table of comparisons shows what the association has done for the farmers at those points.

PRICES 3.7% MILK PER CWT.

	Miles from	April 1917	April 1918
	Boston	1917	1918
Seldon Jct., Vt.	273	\$1.95	\$3.118
Milton	251	1.95	3.14
Oakland	259	1.95	3.14
Fairfield	290	1.95	3.096
Colchester	244	1.95	3.14
E. Fairfield	294	1.95	3.096
St. Albans	264	1.95	3.118
Highgate	281	1.95	3.096
Greensboro	215	2.00	3.184
Barre	211	2.00	3.184
Middlesex	212	2.00	3.184
White River Jct.	143	2.00	3.255
Montpelier	208	2.00	3.184
Ryegate	171	2.00	3.231
Newport	243	2.00	3.14
Greenboro Bond	215	2.00	3.184
W. Danville	202	2.00	3.184
Newport	243	1.95	3.14
No. Troy	258	1.95	3.14
Danville	199	2.00	3.208
Walden	208	2.00	3.184
Thetford	158	2.10	3.255
Barton	217	1.95	3.184
Pompanoosuc	153	2.10	3.255

"OLD LINE TERRITORY."

Zone	Miles	April 1917	April 1918
3	41-60	2.161	3.316
4	61-80	2.134	3.285
5	81-100	2.101	3.255
6	101-120	2.079	3.227
7	121-140	2.052	3.20

April 1917 prices were based on "Merchantable" milk. April 1918 price based on 3.5% milk with 4c per cwt. for each additional point of test.

These prices covered Massachusetts, Southern New Hampshire and Western Maine.

TURNER CENTER

The differences between the NEMPA and Turner Centre Dairying Association have been adjusted to the satisfaction of both parties. Under this arrangement the dairies involved have notified the Turner Centre that they wished to continue shipping milk and Turner Centre will continue to receive their milk.

A criticism of the NEMPA membership contract by Mr. Bradford of Turner Centre Association was recently printed in the New England Homestead. In referring to the files of the Homestead we find that it printed the membership contract in full when it was adopted soon after the Association was incorporated and the comment was made that at last something more than a flimsy agreement among producers had been reached. The Homestead approved and endorsed the use of a membership contract that had "teeth" in it.

Mention the N. Eng. Dairyman when writing to advertisers.

DO YOUR BIT

For the Organization that is Doing so Much for You

There are many milk producers who joined the NEMPA last year and paid their dues who have not signed the dues order on their dealer for the payment of dues in 1918.

This is not fair to the members who are doing their part to support the work that is giving the benefit to all. We cannot go to each one of you and explain the vital necessity for having your dues order signed and sent in so that we may present it to the dealer to whom you sell and secure the dues.

The most important thing for any member to do is to cut out the blank below, fill in name of dealer, sign and mail to this office.

The price which you have been receiving for your milk is nearly double the price in 1916 and it has been secured for you by the NEMPA. The least you can do is to sign the dues order for the payment of the dues necessary to keep the work going. You have received something like a Dollar for every Cent paid in. Can you find any better investment? There must be no slacking. Now is the time to push harder than ever and to do so the members must support the directors by paying the dues.

Do not delay a day. Send in the order. DO IT NOW.

CUT ON THIS LINE

SECRETARY N. E. M. P. A., 26 Broad Street, Boston, Mass.

Find attached order on

(Dealer)

Name

P. O. Address

for annual dues of

Name

P. O. Address

Member of Local

Organizer

Secretary

Signed

ORDER

Date 191 ..

(Dealer)

To

The undersigned member of the New England Milk Producers' Association hereby authorizes and directs you to deduct one-half of one per cent from the moneys due or to become due to him for all dairy products sold by him to you, and to pay over the amount so deducted by check to the said Association, at the time of each payment to him of the balance of said moneys. This order is to continue in force until revoked by him in writing.

Signature

Address

CUT ON THIS LINE

LETTER TO PRODUCERS

Dear Sir:—

The organization of milk producers has during the past year brought about a revision of the milk buying system of New England which is worth more than the increase in prices. It has corrected abuses existing for years and is putting the business on a business like basis through which it can be built up to a paying proposition.

In a single year the organization has obtained for the farmers of New England several millions of dollars they would not have received had they remained unorganized. The accompanying table of prices for April 1917 and April 1918 show the ad-

vances that have been secured. Thousands of farmers who are not enrolled in the organization are getting the benefit of these prices. Those who are enrolled have paid dues for only one year. It is manifestly unfair that a few thousand patriotic and progressive farmers should carry the burden while all receive the benefit. I do not believe that many farmers wish to accept benefits without paying their share of the cost. I ask every non-member to join the organization and every member who has not done so to sign the above order on his dealer for the payment of his dues.

Yours very truly,

RICHARD PATTEE.

THE

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Members of the Organization

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Entered as second-class matter, July 30,
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UNDER PAYMENTS

The Regional Milk Commission in awarding prices for January, February and March made a specific allowance of 4.79 mills per quart in the dealers' selling price to enable the dealers to carry whatever surplus might arise in those three months. When the price of condensed milk dropped some companies dropped the price on such surplus as they turned to the condenseries.

The N.E.M.P.A. claims, and asserts that the Commission so ruled, that this milk was included in the price fixed, and being turned to the condenser does not justify the dealer in his position that it was bought for condensing purposes.

The Alden Bros. Company has paid its producers the difference between the price awarded for milk and the price paid on the condensing basis. The Hood Company refuses. The N. E. M. P. A. will exhaust every means in its power even to the extent of legal proceedings before relinquishing its claim to the full price for the milk involved.

SURPLUS

The failure of the dealers to accept a surplus plan makes that the issue of the next price fixing period.

The greatest opposition to a surplus plan is from the Hoods and W. A. Graustein. The Aldens, the Whiting interests and several smaller dealers are in favor of the surplus plan. The one proper plan which the N.E.M.P.A. favors and toward which it is working is the establishment of country milk stations, owned and operated by the men whose milk they handle, to which stations the dealers shall come for their supply instead of racing all over creation to pick up dairies here and dairies there and hold them when they don't need them to have them when they want them.

MEN WANTED

MEN WANTED, Big men, up-standing, clear sighted, large hearted, broad-minded, red-blooded men. Only those to whom these terms apply need read farther. Men who can see the value of a proposition and have judgment as to its worth, now have an opportunity such as never before presented to New England Farmers.

A year ago the dairy farmers were sufficiently aroused to organize the NEMPA and collectively bargain for the sale of their milk. As a result the price received has kept pace with increased costs and it is possible to retain the herds and continue producing milk.

A year ago farmers were discouraged and rapidly selling their cows. Today, through being recognized by the Government as the representative of the milk producers and having presented the facts of costs of milk production to the Regional Milk Commission, as could not otherwise have been done, the NEMPA has secured for the dairy farmer a living price for his milk, has secured the abolition of many abuses and discriminations and the farmer is able to conduct his farm as other productive enterprises are conducted—on a business basis.

One short year of tremendous effort, great expense and many handicaps has accomplished much more than the most enthusiastic workers believed possible. More of the original purposes might have been carried out had not the war conditions, with rapid increase of grain prices and labor shortage necessitated a demand for an increase in price in the midst of the summer contract period. This price making used time and money and was hardly accomplished before the conferences over winter price began. Then it was necessary to prove costs of production to the Mass. Food Administrator.

Gains, in addition to increase in price, were made each time. The zone price system based on, delivery in Boston, was established. The charge against all milk for hauling, whether it was hauled or not, was eliminated and it is expected that the charge against all milk in a zone to support the milk stations in that zone will be removed and only the milk going through a station will be charged the expense of the station.

The dairy business is a big business and it should be handled in a business like way. It should cooperate with other agricultural production of food. It should be operated on lines of justice to producer and consumer. The producer cannot be expected to produce at a loss just because consumers are under great expense for most necessities of life. Neither should the consumer pay for inefficiency or duplication of effort which results in added cost but no added value.

Farmers are laboring under a double, yes a tripple, handicap. Restriction on the price of what they sell but not on the cost of many things they buy places them at a disadvantage. Inability to obtain labor at any price is a further handicap.

In spite of all, there is much encouragement and it is to be credited to the foresight in organizing the NEMPA. A tribunal has been established and dealers have agreed to abide by its decisions. We have been recognized and can present our demands with assurance of justice.

Production must go on and the remaining abuses be removed. The problems confronting us require the services of men of foresight, good judgment, energy and ability; of men who have capacity for planning and working constructively on big things. There is a big job ahead. It is not for faint hearts or slackers.

Some changes and adjustments in methods of handling dairy products must be made. The public must not be expected to pay for service it does not get or too high for what it does get. If people dance they must pay the fiddler and if they do pay they are entitled to music.

One reason for NEMPA headquarters in Boston is to afford a bird's eye view of the entire territory and to enable the development of plans to facilitate the production of better milk and butter and the more economical distribution of these products in better condition.

The NEMPA must develop into the marketing agency for New England dairy products, as well as being the selling agent for milk, and be the representative of milk producers in any capacity required.

To do all this, and more, requires simply brain power used constructively. We have it in the NEMPA but it must be put to work. The men who have it must apply it now.

We want every man who has ideas of what the NEMPA should accomplish and how, to write his suggestions and recommendations to the Dairyman.

The counsel of men who can and will do things must be had and a council of such men can and must put this great program through.

The milk business must not be allowed to drift. Conditions are serious in state and nation. Fuel is short. Food is short. We have seen the breakdown in industry and transportation. The Government has had to step in with serious restrictions and to take over the operation of the railroads.

Agriculture, the most vital and important of all industries, is carrying a tremendous burden. It must sustain many other industries and provide food at home and abroad. Clothing to a large extent has an agricultural source, also.

The very nature of farming and milk production prevent their being handled or controlled like other lines of industry. The making and moving of farm products cannot be regulated like the railroads, coal or manufactured products.

The job of furnishing products of farms, especially milk, the most perishable, must be done by the farmers. It is up to us to be wise in time and to forestall any breakdown.

The cows must be kept, the milk must be produced, young stock must be raised, ways of overcoming lack of labor must be found, more grain or

substitutes must be grown in New England and there should be cooperation and coordination in the various branches of farming (and in dairying itself) to the end that the greatest good to the greatest number be obtained. Milk should be supplied to the cities from certain sections while in others shipment should be stopped and cream or butter be shipped and the skim milk fed to calves, pigs and poultry.

Milk plants must be built and owned by farmers, to care for all surplus above the amount of fluid milk the various citizens and towns can use.

Milk is still cheap, compared to most foods. More should be used but we cannot expect to dispose of an unlimited quantity just because the cows are giving it. The whole question should be carefully considered and the best solution found for each section of New England.

In many places beef cattle and sheep should replace milch cows to a large extent. More hogs and poultry should be raised. Possibly some land used to produce food for cows should be used to produce vegetables and other food for human consumption.

The plans made at the annual meeting must be carried out. We must take a strong and intelligent position regarding the solution of our dairy problems and be prepared to cooperate with the Government and all interests that are working to promote our national welfare and insure to all the right to life, liberty and the pursuit of happiness. Think these things over and let us hear from you.

H. F. KENDALL.

STATEMENT OF CHAS. WHITING OF D. WHITING & SONS.

At a Conference of Dealers With Producers and Representatives of Boston Chamber of Commerce Relative to Surplus.

I don't like Mr. Pattee's attitude on the surplus in temporizing because it may not be popular with the farmers.

The whole fault lies with the producers who will not regulate production so that it will fit the needs of the market. We have tried for fifty years to get them to even up production. Some have done so, proving that others could. If Mr. Pattee would take hold of this matter and bring to bear the power of his organization he could remedy this situation in a year.

Mr. Pattee's Reply.

Your criticism has some merit. I am not waiting for popular approval before using my judgment. I do refuse to exceed my authority. If, as you say, our organization has power to solve in a year a problem you have not scratched in 50 years we have an organization that should not be jeopardized by hasty action. I recognize the problem but refuse to act on it until I know what I'm acting on. If I consent to any surplus plan at all it will be for the sake of getting exact information as to surplus, when it is, where it is, and how much it is. Before I know what I'm dealing with I refuse to deal at all except temporarily.

IN SOME OTHER MARKETS COVERED BY NEMPA

PROVIDENCE.

At a recent meeting of the Providence Market Association the market committee that served last year was elected for the coming year. It was voted that a market manager should be appointed by the Central Association to devote his entire time to the Providence and such other markets as might be classed with it, under direction of the market committee. Mr. J. K. Whiting was present and explained at length the reasons for deducting from the December, January and February payments the allowances made for the Boston market. The producers appointed a committee to meet Mr. Whiting and that committee failing to reach an agreement the situation was referred to a firm of attorneys for an opinion as to the legal rights of the parties. A meeting of the market committee was held in Providence on the 9th of April and it was voted to ask 8c per quart f. o. b. Providence during the month of April. By agreement with the dealer buying in near-by territory the same differential in price as heretofore will apply to local milk and a committee consisting of Messrs. Henry and Monroe has been named to meet a similar committee of the dealers to make any adjustment necessary for the future. The dealers claim that 1c per quart is too great a differential for the nearby milk. Producers think otherwise but both agree that prices should be uniform in each zone.

Much discussion arose over the deduction for can service and station charges. All dealers have been taking out those charges on the basis of Boston delivery. A committee of dealers was named to meet Messrs. Warner, County Agent for New London Co., Conn. and Pattee of the Central Association to work out a schedule of deductions that should actually represent the cost of delivering milk from the various stations to the city of Providence.

SPRINGFIELD.

The Springfield market Committee met a Committee of dealers April 5th to discuss April prices. In a general way it had been agreed to follow the Boston prices and about the only question was the schedule of deductions to represent the cost of delivery. This schedule it was declared should represent the actual cost of the various operations in the delivering milk to Springfield, the Boston schedule not being applicable. This matter is being worked out. The Market Committee voted to join with other markets in employing a district manager to work under the direction of the market committee.

WORCESTER.

Prices in Worcester have been fixed for a period ending April 28th. The market Committee met April 6th and voted to join with other markets in

the employment of a district market manager. Providence, Springfield and Worcester have now voted in favor of this system and it is hoped to put at least two high class men at work in the territory adjacent to these cities to thoroughly organize the producers and to carry out in the markets the policies of the NEMPA and of the local market committees. It is highly probable that Manchester, N. H., Nashua, N. H., Lowell, Lawrence and Haverhill will take similar action.

PATTEE'S STATEMENT BEFORE REGIONAL MILK COMMISSION

I want here to protest against the request of the dealers for relief, if such relief is to be granted by reducing the price to the farmer. It appears in evidence here that the cost of production during the month of April will be as great as, if not greater than, during the last three months, and we claim that you have no right to inflict a loss on us for the sake of relieving somebody else from a loss. I would call your attention to the fact that the evidence is very meagre, if there is any, that the distributors are conducting their business in the most efficient manner. They appear here with statements of costs and losses based on actual experience and not on theoretical requirements. The management of their business is an integral part of your problem. We have a right to demand that you enforce upon them as high class efficiency in distribution as you enforce upon us high class and practically impossible, efficiency in production. Merely to show that a dealer loses money does not, in our judgment, warrant you in awarding him a price that assures a profit, until such dealer has shown that he cannot save money, or prevent losses through the adoption of better methods or more efficient operations. You have in your former award assumed that producers should in every reasonable way cut the cost of production and have set a standard which it will take years for them to attain. We have not complained and do not complain of your requirement that before the producer shall receive a profit he shall conduct his business in a reasonably efficient manner. But we believe the same rule should apply to the distributors and that the distributors' figures showing losses should be considered, not in the light of individual experience, but in the light of the possibilities for decreasing expense in distribution. It is generally conceded, we believe, that greater efficiency could and should be practiced in distribution. We believe that such efficiency will be practiced only when it is necessary that it shall be practiced in order to show a profit. It is quite conceivable that those relying upon an award from you that shall represent the cost plus a reasonable profit will not make a strenuous effort to reduce costs unless it is thoroughly understood that you will not award such a price unless costs are shown to be reasonable and proper, as well as actual.

INTERESTING FACTS ON NEW ENGLAND

The approximate number of Live Stock in New England is 2,528,000, valued at \$160,578,000.00. They produce 11,543,100 tons of stable manure annually, valued at \$29,043,131.00.

The estimated expenditure for Commercial Fertilizer in New England is \$11,839,845.00.

There is lost annually by improper care and being improperly applied to the soil 3,847,698 tons of manure, valued at \$9,681,042.00.

If all stable manure was conserved the expenditure for Commercial Fertilizer need be only \$2,158,803.00, against \$11,839,845.00.

We can assist you in conserving by furnishing you a Manure Pulverizer.

Write for Catalogue



INTERNATIONAL HARVESTER CO. OF AM.

43 SOMERVILLE AV., SOMERVILLE STA., BOSTON, MASS.

Phone Somerville 1230

Buy Now

LARRO-FEED is back on the market again and back to stay. We are now in a position to supply you with any quantity of this "WONDERFUL FEED THAT'S GUARANTEED" for quick delivery through your dealer. We urge our dairymen-friends to get in touch with their local feed dealers and place their orders at once for next year's dairy feed requirements.

Larro-feed



Those dairymen who have used this wonderful feed in the past will need no second invitation. We have been unable to take orders for LARRO-FEED for the past nine months because of our inability to secure all the necessary ingredients. During that time hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits this winter by ordering your supply of LARRO-FEED at once. Better see your dealer about it to-day.

THE LARROE MILLING CO.
3900 Gillespie Bldg., Detroit, Mich.

MILK BOARD REPORT.

(Continued from Page 1.)

Suitable Conditions

You get the most enjoyment out of eating good honey when you put it on good bread. Just so to aid you in turning out a quality product from your dairy the use of



insures suitable conditions in your plant—conditions that are clean and sanitary.

You would not be satisfied to eat stale bread with honey after you had tasted it with good bread, and neither would you be satisfied with any less degree of cleanliness once you have profited by the cleanliness which follows the use of Wyandotte Dairyman's Cleaner and Cleanser.

This clean-

Indian in Circle



In Every Package

er is guaranteed to be and do all we say, or cost you nothing.

Ask your supply man to fill your order for this cleaner with this understanding. It Cleans Clean.

The J. B. Ford Co.,
Sole Mnfrs.,
Wyandotte, Mich.

this can be accomplished is by making the production of milk remunerative to the producer. If a price is fixed which will yield a profit to the inefficient producer, the cost to the consuming public will be unduly raised, production will be unduly stimulated, and the surplus of milk appearing in the market will break the retail price established, causing ultimate ruin to many in the business of production. On the other hand, the fixing of a price which will yield a profit only to the very efficient producer would immediately drive from the business the many dairymen of average efficiency; herds would be slaughtered; and the resultant shortage of milk would cause an ultimate and severe advance in price to the consumer. The dairy business must be supported by the consuming public in sufficient magnitude to meet the needs of the public; it can be neither substantially larger nor smaller without disaster. A reasonable price to producers is expected to continue the dairy business in healthy, normal condition; prevent the slaughter of cows which should be retained; and provide for a steady and adequate supply of milk.

To fix the price at "the average"—a favorite popular expression—would tend to drive out of business a considerable portion of the less skillful, yet not very unskillful, producers, perhaps a desirable thing from the public point of view, but impractical if causing many cows to be killed or heifer calves to be sold for veal, and resulting in a sudden and sharp increase in price from an unsatisfied market demand.

The commission therefore felt that while the average figures from the experience of a large number of dairymen must be the basis of determining costs, these figures must be subject to adaptation to meet the existing condition of the milk market, the reaction of supply and the machinery of production.

One of these factors very difficult of determination is the curtailment of the use of milk when prices advance. If the Commission should find a high figure to be necessary, certain diminution in the amount of milk used by the ultimate consumer must be reckoned with. If such a decrease should cause a dangerous surplus in the market, it would again result in forcing down prices to the producers whose final condition would be no better by reason of the temporary advance.

Source and Quantity of Supply by States.

The following table gives the total amount of fluid milk shipped into Boston from different states as reported by the railroads for the month of August, 1917:

Source of Supply.	
Maine	2,700,000 qts.
New Hampshire	1,691,000 qts.
Vermont	6,818,000 qts.
Massachusetts	881,000 qts.
Connecticut	273,000 qts.

12,363,000 qts.

Potential Supply.

In addition to the supply of milk which regularly comes to Boston as indicated above, a large potential supply exists, especially in the states of Vermont and Maine which contain a large number of creameries. Of all milk produced in Vermont in 1915, only 19% was sold as whole milk, the rest being sold as butter, cream, or cheese. The evidence indicated that farmers now receive considerably less for their milk when sold to creameries than when sold as whole milk.

In order to establish a fair price to the farmers the first task of the Commission was to ascertain the cost of producing milk. In this

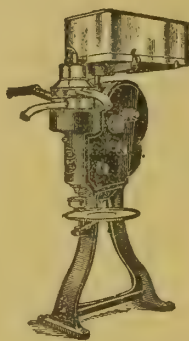
MILK CANS

In fact all supplies needed by
Milk Producer or Handler.

PASTEURIZERS

CHURNS --- WORKERS

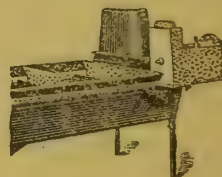
MILK HANDLING MACHINERY
OF ALL KINDS



UNITED STATES
DISC
BOWL

CREAM SEPARATORS

Bellows Falls
Evaporator



COMPLETE LINE OF SUGAR TOOLS



U.S. LIGHTING
PLANTS

U. S. GASOLINE AND KEROSENE ENGINES

Our facilities for equipping Creameries and Dairies with machinery and supplies are the best of any concern in New England.

VERMONT FARM MACHINE CO.
BELLOWS FALLS, VT.

mathematical certainty could not be attained. On account of the varying conditions and the many changeable factors of transportation, weather, labor supply, etc., the cost of production differs on every farm and at every season. No typical farm can fairly represent the entire industry. The Commission felt, however, that by securing reasonably accurate data from a sufficient number of different farms a figure should be reached which would present the condition of the average farmer. While a wide variation must of necessity exist between the highest and lowest costs, there is a middle range within which most farms will fall, and the decision of the Commission ought to be a figure within this range which would give a fair return to the ordinary milk producer at the present time.

The Survey Method of Cost Finding.

The Commission feels that in arriving at a figure which may fairly represent the cost of production, a survey properly executed is of more value than the data of a few individual farms, though the latter may be more exact. The few farms may not be typical of the many. The evidence from individuals shows wide variation. If, however, a survey is inclusive of data from enough farms, the average of the many will be more fairly representative of the entire industry. It must also be borne in mind that farmers who have accounts that are reasonably complete and reliable are of the more progressive type; they have in the majority of cases herds of higher productive average, and they use better business methods in management, buying, and selling.

The Boston Chamber of Commerce Survey.

As above indicated, the New England Milk Producers' Association based its principal case on the Boston Chamber of Commerce survey of the cost of production. Granting that any survey must contain elements of inaccuracy, the fact remains that the Chamber of Commerce survey is probably the most thorough-going piece of work of its kind. Returns from 850 carefully selected farms were taken by personal visitation, and tabulated from uniform blanks. Only farms with adequate books were considered. Fifteen thousand cows and 40,325,587 quarts of milk are represented by the 850 farms.

The survey work was done in the early summer. In September it was brought to date by using the current actual figures of feed and labor costs. In December again the survey was brought to date using the average grain price of \$60 per ton, and labor figures as determined by investigation in each of the different states. A final adjustment was made on the U. S. Department of Agriculture standard basis which provides for an allowance of 10% on net cost for managerial ability, business risk and overhead. The railroad records by states of amounts shipped to Boston were used as a basis for reaching a weighted average.

The Weighted Average New England Price.

In order to obtain the proper average price per quart for New England as a whole the Committee obtained through the railroads an exact record of the number of quarts of milk brought into Boston over their lines from each state. Multiplying the number of quarts from each state by the average price per quart for that state, the cost of the total volume of milk from that state was obtained. By adding all of these totals together and dividing them by the total number of quarts coming into Boston, the weighted average cost was ascertained.

A study of the survey blanks used (see Exhibit 13, Chamber of Commerce Survey blank) shows that the

various figures, such as pounds of grain, hours of labor, etc., per cow, are given in such form that when feed and labor prices change, the cost of production may be brought up to date by substituting new values. Supporting Testimony by Individual Farmers.

Individual farmers testified to their costs of production, but these costs were for such varying periods of time that comparison was difficult. In the main they corroborated the prices per ton for grain, the charge per hour for labor and the feeding ratio indicated by the Chamber of Commerce Survey. The evidence presented to the commission by most of the individual farmers indicated a considerably higher cost for producing milk than shown by the Chamber of Commerce Survey.

Supporting Testimony by Experts.

As noted above, the Chamber of Commerce Survey was made by experts from the different agricultural colleges in New England. The men who had charge of the work in the different states appeared before the Commission in person and explained the methods used in taking the survey, substantiating the figures which the survey presented.

Dr. J. B. Lindsey of the Massachusetts Agricultural Experiment Station presented evidence as a result of some experiments which he has been conducting on 131 cows belonging to the Massachusetts Agricultural Experiment Station. Records were carefully kept as to the feed, labor, and other costs, and it was found that the cost of producing a quart of milk was \$.0716 at the farm. Dr. Lindsey also presented evidence concerning the cost of producing milk from 809 cows, of seven distinct breeds in eight widely separated states, and the cost was found to be \$.0653 at the farm. These figures were not brought up to date and do not apply to present costs of feed and labor. He also presented data from Bulletin 364 of the Cornell University Experiment Station giving the record for two years of 5196 cows in Delaware County, New York. The cost of producing milk was \$.077 per quart at the farm.

Evidence on Average Production per Cow.

In the chamber of Commerce Survey the average production per cow for the different states was as follows:

Maine	5,749
New Hampshire	5,944
Vermont	5,357
Massachusetts	5,005
Connecticut	6,009
Weighted Average	5,605

The testimony presented seemed to indicate that a fair average was 5,000 pounds per year and the Chamber of Commerce costs were subsequently reduced to the 5000 pound basis. All figures go to show that the greater production per cow, the lower the cost per quart. The average production presented by the Chamber of Commerce is considerably above the average production per cow as given by the census of 1910 which is as follows:

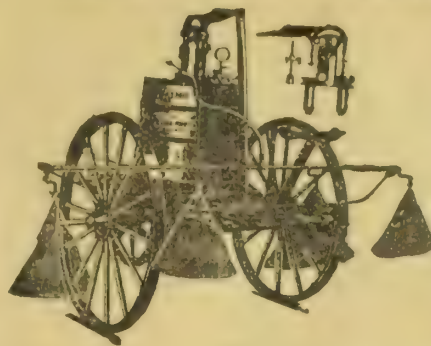
Maine	3,823
New Hampshire	3,758
Vermont	3,982
Massachusetts	4,425
Connecticut	4,188
Weighted Average	4,055

The Commission feels that a measure of error must be recognized in the census owing to the inclusion of non-producing heifers in the herds considered.

Evidence on Grain and Hay Costs.

Varying grain and hay costs were presented by the different witnesses but the weight of evidence went to show that the cost for grain, which would constitute approximately a balanced ration, is \$60 per ton at the present time. This figure was also corroborated by the Chamber of Commerce which obtained the retail

Spraying Outfits AND ACCESSORIES



For Every Kind of Spraying on Farm, in Orchard or for Foliage.

POTATO SPRAYING

Is Absolutely Necessary unless you want to risk all the hard work of plowing and the good seed planted. And you want the right kind of sprayer to do the work with.

Write us for Catalog P56

which gives you many styles of sprayers, not only for Potato Spraying but for all the needs in orchard or on farm. We have a full line and at prices that will please you.

BRACKETT, SHAW & LUNT CO.

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SOMERSWORTH, NEW HAMPSHIRE

"RELIANCE LINE"

Headquarters for Gasolene and Kerosene Engines
For All Purposes.

Wood-Sawing Outfits—Electric Lighting Systems—
Water Systems for the Farm.



"Quality in Feed is Economy in Feeding"—

Therefore

feed—

UNION GRAINS

The First, the Purest, the Greatest
Dairy Ration ever made.

Manufactured only by

THE UBIKO MILLING COMPANY
Cincinnati, Ohio

Boston Office, 73 Tremont Street

grain prices from sixty-five retailers of grain in New England. The hay costs varied from \$10 to \$18 a ton.

Evidence of Labor Costs.

The majority of witnesses dwelt upon the scarcity of farm labor, stating that in many localities adequate farm labor cannot be obtained at any price. The average prevailing price according to evidence from \$40 to \$45 a month with board, and from \$60 to \$65 without board.

Evidence on the Average Distance of Railway Haul.

The survey included the cost of hauling milk to the station, thus making the figure one which would indicate price at the shipping point. Railroad transportation rates are based on the zone system, which has been effective since October, 1916.

It has been the desire of the milk producers to have a price established for milk delivered in Boston, and prices have been so established for the past year. Certain so-called country charges have in the past been borne by the producers. These cover the cost of maintaining country plants, and the use of cans supplied by the purchaser.

The evidence indicated that the 220-240 mile zone shipped more milk than any other, and might well be considered as the "center of gravity" of the supply for the city of Boston.

Evidence on Competing Markets.

It was evident from the first that the price paid to farmers for whole milk based on cost plus reasonable profit would make a very wide difference between the price of milk sold as whole milk and the price which many farmers are receiving for their milk when sold as cream to the creameries. This was one of the most serious problems which the Commission had to face. Obviously if this wide difference exists for any considerable length of time, the milk which is now sold to creameries in the form of cream will try to find a way to the whole milk market. This will, in turn, create a surplus of milk in the Boston market. On the other hand, the Boston milk buyers should not be compelled to buy more milk than they can profitably use in their business.

Surplus.

The testimony indicated that during certain times of the year a very considerable surplus of milk comes into the Boston market. This surplus seems to come in large measure from the same dairies which produce milk

regularly for the market, and is due to the fluctuation in the production of cows in these dairies. The dealers must take a sufficient quantity of milk from farmers to meet their needs at times of least production, usually the months of October, November, December and January, and when the periods of greatest production come, usually the months of April, May and June, there is a considerable surplus of milk on the market which must be converted into manufactured by-products at a considerable loss.

The Chamber of Commerce presented a plan for taking care of this surplus, and this was approved by the dealers. The Producers' Association, however, were not willing to accept the plan without submitting it to the producers at their annual meeting to be held on February 28th and, therefore, the dealers were allowed an item of \$.0047 as a legitimate cost in caring for this surplus for the next three months. In the meantime, the Commission plans to study the surplus matter more carefully, looking toward future adjustments.

Competition with Cash Crops.

According to the testimony presented, the production of milk competes with the exclusive raising of cash crops. The latter require the manure; but if the price paid for milk becomes too low and the price for cereal grains or other cash crops becomes too high; or if the production of beef, sheep-raising, etc., become generally profitable, the farmers will sell milch cows and go into other lines of farming business, purchasing plant-food in commercial forms if necessary.

It is the opinion of the Commission, in the light of testimony presented, that the returns to the producer must be large enough not only to hold him on the farm despite the attractions of high wages in manufacturing industries; but also large enough to offer inducement to remain in the dairy business rather than to devote capital and labor to cash crops. If a man can realize the same net return per annum from cash crops, with little Sunday labor and a long winter rest, he can see no great attraction in the confinement of the dairy business, with its routine for three hundred and sixty-five days a year. If the consuming public will not pay a price which makes the production of milk profitable in the long run, the supply of milk will certainly diminish as dairymen turn to other lines of business.

Average Cost of Producing a Quart of Milk.
Boston Chamber of Commerce Survey.

State	May 1, 1916, to April 30, 1917	Chamber of Commerce Survey, Sept., 1917. (Note 1)	Dec., 1917 (Note 2)	U. S. D. A. Standard Method of Making Survey, Sept., 1917	U. S. D. A. Standard Method of Making Survey, Dec., 1917	Average Production per Cow in this Survey	Average Production per Cow Census, 1910.
Maine	.0562	.0630	.0662	.0696	.0728	5749	3823
New Hampshire	.0403	.0525	.0567	.0595	.0623	5944	3758
Vermont	.0490	.0562	.0594	.0619	.0654	5337	3982
Massachusetts	.0647	.0746	.0769	.0812	.0846	5005	4525
Connecticut	.0553	.0671	.0682	.0718	.0750	6009	4188
Weighted Average	.0531	.0587	.0619	.0644	.0682	5605 lbs.	4055 lbs.

Number of farms, 850

Number of quarts

Number of cows, 15,000

milk, 40,325,587

at the country railroad station.

The above figures represent costs on the basis of year-round costs which include summer pasture. The cost of producing milk from cattle is, therefore, greater or less, varying with the possibility of using pasturage.

The principal difference between the U. S. Department of Agriculture standard method of making the survey and the Chamber of Commerce survey is that the former has added 10% to the net cost per cow per year for managerial ability, business risk and miscellaneous overhead charges.

NOTE 1. Based on grain at \$56 per ton, the average New England retail price as obtained from 60 retail dealers in New England for kinds of feed approximating a balanced ration. Labor charge not increased above those of summer, 1917.

NOTE 2. Grain based on price for feeds approximating a balanced ration as shown by quotations of December 15th. Average \$60 per ton.

Labor based on the prevailing wage as shown by telegrams received from the Agricultural College of each state. December 15th.

Unicorn Dairy Ration

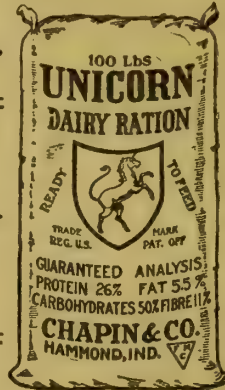


- Unicorn is preferred by a majority of the best breeders as their ration or ration base.
- Our chief difficulty has been to supply it fast enough under these abnormal conditions and heavy demands.
- 80% of all cows under official test in Wisconsin are eating Unicorn.
- A similarly large proportion of test cows in other states are fed Unicorn. Send for free copy of Cow Testers' Manual.
- The quality of Unicorn will always be maintained at its present high standard.

131 State St.

Chapin & Co.

Dept. x Boston



A necessity for

successful dairying



The Famous Unadilla Ladder

The Unadilla Ladder is a real ladder, not a makeshift; where it should be—directly under the opening. It comes as regular equipment, on each door front, rungs 15½ in. apart and 5 in. from the doors. Boys, old men and even women have no difficulty in climbing or entering the silo.

Every Unadilla hoop is tightened in one place—at the door front, where the ladder is always ready, inviting. Door frames are adjustable, at points conveniently reached by the ladder.

Learn about the other superior and equally famous Unadilla features. Send today for catalog, prices and agency offer.

UNADILLA SILO CO., Box X

Unadilla, N. Y., or Des Moines, Iowa



Makes More

Milk

It is every dairymen's duty to produce every drop of milk he can. And it's profitable for him, too, at war-time prices. The sure and safe way to increase your cows' yield is to feed

INTERNATIONAL Special Dairy Feed

One ton of this body-builder and milk-maker will last the average cow six months. And that cow will produce in that time at least fifteen dollars worth of additional milk.

Money

You don't keep cows to make your farm pretty. You keep them to make your pocketbook fat. Then consider this:—International Special Dairy Feed costs less than corn or oats—even home grown grains. Here's better yet. You can sell your grain at a big price and have more of each to sell. Order a ton now. Get it from your nearest dealer. If he is out of International, don't accept any substitute. Write us. But be sure to get a supply and use it now.

Made By International Sugar Feed Co.

Mills at Minneapolis and Memphis



11-YEAR-OLD BOYS RUN SHARPLES MILKERS

Barrow Holmes of South Livenia, N. Y., was 11 years old when a Sharples Milker was installed in his father's barn. He has run that

SHARPLES MILKER

alone ever since. Also, the 11-year-old child of A. R. McKay of Charlottetown, P. E. I., operates a 3-unit Sharples Milker twice every day. Sharples is the world's fastest Milker—important because fast milking increases milk yields. It is used on over 500,000 cows daily. Write for catalog; address Dept. 57.

The SHARPLES SEPARATOR COMPANY WEST CHESTER, PA.

Sharples Separators — Over a million users!

The Only Separator that skims clean at any speed.

Sharples Super-Clarifiers—get all the sediment and insure clean milk.

Branches: Chicago, San Francisco, Toronto.

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Guernseys



What They Did at the Only Test Where All Dairy Breeds were Represented

In the Pan-American Model Dairy Breed Test the Guernseys won the prize for net profit in butter fat production, the prize for net profit in butter production, the highest average score on butter, the best rating for color and flavor of butter, the lowest cost per pound of butter produced, and the greatest return for \$1.00 invested in food. The best cow and three of the best five cows in the entire fifty in test were five Guernseys. Write for full information.

American Guernsey Cattle Club
Box T Peterboro, N. H. (4)

Price Determined by the Commission.

The evidence presented seemed to the Commission to substantiate the fairness of the Chamber of Commerce survey, which showed an average cost of \$.0619 per quart at the farm for cows producing 5605 pounds of milk yearly, the average maintenance cost per cow per annum being \$161.

The commission decided that 5000 pounds of milk per cow per annum was a reasonable basis for determining price. Still using a weighted average, the grain cost per cow was diminished to the basis of lower market price and lower grain requirements for a diminished yield of 600 pounds of milk per annum. As the total maintenance cost was then divided by 5000 pounds of milk, instead of 5605, the cost per quart was slightly higher. To this figure was added an amount which in the estimation of the Commission covered reasonable profit, and the prospects for cheaper grain are such that it is expected that the price fixed will enable producers to recoup any losses of November and December. If the Commission finds that recoupment is not made, the question may be reopened at the next period. To the price fixed (as the price at stations in the 220-240 mile zone) were added country and transportation charges, and the resultant figure was \$.085, the price F. O. B. Boston.

The Cost of Distribution.

After determining that 81-2c was a fair price for milk delivered at Boston, the Commission received evidence on the cost of distributing milk from the railroad platform to the consumer. A questionnaire was prepared by the Commission and used by the three larger distributing companies as a basis for presenting their costs of operation. The sworn statements of the larger distributors were secured from the Commissioner of Corporations.

The Attorney General of the Commonwealth of Massachusetts has, during the past year, caused the books of the C. H. Hood and the D. Whiting & Sons Company to be audited by Herbert B. Hawkins of New York, a certified public accountant, who audited the books of milk distributing corporations for investigations in New York. His figures were presented to the Commission, and Mr. Hawkins also analyzed the data submitted by the witnesses.

Milk arriving at Boston follows various channels in reaching its destination. A portion arrives at the milk platform at East Somerville, and is transported to the milk processing plants by team or truck. Carloads of milk consigned to a single contractor are routed directly to the various plants. A small quantity from the neighborhood is delivered directly from farms to plants by auto truck. A still smaller quantity (for the most part special milk of various grades) comes to the city already bottled. In the majority of cases the receiving company performs the entire service of distribution. One large company, the Turner Center Dairying Association, does very little retail business, and sells almost wholly to hotels, restaurants, and stores, and to a number of peddlers.

The auditors of the C. H. Hood Company and the D. Whiting & Sons Company were examined by the Commission and cross-examined by counsel for the producers. They explained in detail the methods used in computing the various items of cost, and at the request of the Commission worked out further data. In this examination the Commission sought to learn the cost of handling milk in each stage of preparation and delivery. Specific costs were charged against each process, and the overhead costs were allocated to the different processes. In the main the Commission believes that allocations of general costs were fairly made.

SAW WOOD NOW GOOD PROFIT BIG DEMAND



This is the most substantial saw outfit made. 30" rear 28" front wheels, adjustable belt tightener. Can be used as farm truck.

Can be furnished with kerosene or gasoline Engine 4-5-6-7-HP.

POWER SPRAYERS IN STOCK

LUNT MOSS COMPANY BOSTON

The Short Cut to Greater Dairy Profits is

A Purebred

Holstein Bull

Increase in Production, 245
Per Cent in Two Generations

Write for free Information.

No obligation—

We have nothing to sell.

was shown in a recent test. Daughters of a purebred Holstein bull averaged 94 per cent more milk and 68 per cent more butterfat than scrub dams; granddaughters averaged 245 per cent more milk and 168 per cent more fat. You, too, can increase your output with a purebred Holstein bull.



THE HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA

Box 300

Battleboro, Vermont

Clean and Clear
as Water



Awarded
Gold Medal
Pan-Pac. Expo.

For Contagious Abortion

Thorough use of B-K as outlined in our Bulletin 52, "Contagious Abortion," is the surest means known of controlling Contagious Abortion, preventing Barrenness, and removing Retained Afterbirth.

Complete irrigation of the uterus and vaginal tract is easy with B-K. B-K kills the infecting germs and foul odors—heals the uterus—removes the slime and acid—no irritation—no straining. B-K is much more effective and safer to use than lysol, carbolic acid, Lugol's solution or coal-tar disinfectants, which do not cleanse the uterus, but make it more acid.

If your dealer does not have B-K, send us his name.

FREE BULLETINS: Send for complete information—"Special trial offer" and bulletins No. 52, "Contagious Abortion," and No. 136, "Calf Scours."

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SAVE HALF Your Paint Bills

BY USING Ingersoll Paint.
PROVED BEST by 75 years' use. It will please you. The ONLY PAINT endorsed by the "GRANGE" for 43 years.

Made in all colors—forall purposes.

Get my FREE DELIVERY offer.

From Factory Direct to You at Wholesale Prices.

INGERSOLL PAINT BOOK—FREE

Tells all about Paint and Painting for Durability. Valuable information FREE TO YOU with Sample Cards. Write me. DO IT NOW. I WILL SAVE YOU MONEY. Oldest Ready Mixed Paint House in America—Estab. 1842. O. W. Ingersoll, 235 Plymouth St., Brooklyn, N. Y.

Balance sheets and profit and loss statements were submitted by the larger companies. The costs of operation in January, February and March 1917 were shown and an estimate of costs of operation for January, February and March 1918 were submitted. These estimates were made on the basis of advanced costs of labor and supplies, with an allowance for a diminution in consumption which usually follows an advance in price.

From the costs submitted Mr. Hawkins prepared for the Commission a table showing the average for the various companies. A copy of this table follows:

Comparative Distribution Costs One Quart Bottle of Milk Sold at Retail from the Wagon.

NOTE:—The first column shows average costs of distribution taken by accountants from books of large distributors—Boston and vicinity.

The second column shows average of estimates for 1st quarter.

	1917	1918
Country Expenses	.004432	.004164
Freight	.006677	.006298
Total country expense and frt.	.011109	.010452
Shrinkage	.002301	.003032
Manufacturing exp.	.010859	.014343
Delivery expenses	.027214	.032533
Administration exp.	.004722	.004661
Total city exp.	.045096	.054569
Total country and city expenses	.056205	.065021

Comparative Distribution Costs One Quart Bottle of Milk Sold at Wholesale.

	1917	1918
Country expenses	.0044325	.003381
Freight	.0066775	.006015
Total country expense and frt.	.0111100	.009396
Shrinkage	.002300	.002505
Manuf. exp.	.010315	.013558
Delivery exp.	.007910	.010991
Admin. exp.	.005429	.004130
Total City exp.	.025954	.031184
Total country and city exp.	.037066	.040580

Comparative Distribution Costs One Quart of Milk Sold by the Can.

	1917	1918
Country expenses	.004433	.003381
Freight	.006677	.006015
Total country exp. and freight	.011110	.009396
Shrinkage	.0019505	.002505
Manuf. exp.	.0071075	.011333
Delivery exp.	.0062875	.007609
Admin. expenses	.005132	.005292
Total city exp.	.0204775	.026739
Total country and city expenses	.0315871	.036135

During the summer of 1917 an audit of the books of twenty of the smaller dealers was made by the office of the Attorney General of the Commonwealth of Massachusetts. Professor Otto F. Wilkinson and Professor William L. Machmer of the Massachusetts Agricultural College did the work, and spent much time with the dealers whose books were examined. In many cases the systems of accounting were primitive, and the auditors found it necessary to go to original vouchers, bills, checks and memoranda in order to secure data. While of necessity such audits are based in part on estimates, it is the opinion of the Commission that, in the main, they are worthy of consideration. Figures derived by an impartial investigator from original sources, such as check books, supply bills, etc., may well be as accurate as account books, and the certified public accountant goes no further than the books regularly kept by the company in question, while these two auditors of the Attorney General's office had access to all the original material from which book accounts are usually derived. Testifying as an expert, Professor Wilkinson expressed it as his opinion that in the year ending March 1, 1917, it cost the smaller distributors, whose books were audit-

ed, three cents per quart to handle milk from the receiving platform to the consumer. The Commission is of the opinion, in view of the evidence submitted, that the so-called independent dealers of Boston have delivered milk at less cost than the larger companies, but that only a small percentage of all Boston's milk can be so handled at the present time. The handling of a large volume of milk from a long distance entails not only pasteurization, but also a greatly increased overhead cost, and the remoteness from Boston of the bulk of the supply necessitates under present conditions the handling by companies equipped to do a large business.

The consuming public sees readily the large difference between the price paid by the distributor and that charged to the household trade. The evidence showed that not more than thirty-five per cent of all milk is distributed to this class of trade. It showed further that even in normal times milk sold to hotels, restaurants and other large consumers is handled at a loss. The distributing company sells as much as possible to the household trade, and to stores, a certain amount of the remainder being sold to the "bulk trade" so-called, while that which is left is surplus and must be turned into butter, cheese or other products, usually at a loss. It has often seemed to the distributor preferable to sell more bulk milk even at a loss, and thereby diminish the amount of surplus which must be manufactured at a greater loss. Moreover the price in bottles is comparatively stable, for it is not possible when there is a surplus to bargain from day to day with the householder, while it is easy to do so with the large purchaser. The result has been competitive underbidding at a loss on bulk trade, and therewith the recouping of the loss from the household and store trade. The consumer has not been informed of the fact, that, while the difference between the price paid and the family trade price is quite large, the average difference on all milk sold is very much less. The Commission feels that the foregoing practice places the greatest burden on the class of trade that should bear it least, namely, the household trade, and gives an undue advantage to the bulk trade which needs protection less. To remedy this, it was decided that in determining prices each class of trade should carry its own burden, and that the household trade was entitled to the first consideration.

Evidence showed that within the last year drivers' wages had advanced 23.8%, glassware 36.8%, horse feed 36% and miscellaneous supplies 121.179%. It was also evident that it had been the practice of distributors to sustain a loss if necessary in the winter months, and to recoup this during the late spring and early summer, when milk is plentiful and can be purchased at a price which would permit a profit on manufactured products. Under present conditions, with a relatively low price for butter fat, such recouping of losses during the next few months would be problematical. On the evidence submitted, therefore, and in accordance with the terms of the warrant, the Commission established the prices to the consumers by estimating the cost of distribution for the three months of January, February, and March, 1918, and adding thereto an amount sufficient to allow for a profit and to recoup losses sustained in November and December, 1917.

In establishing wholesale prices for the can trade (or bulk trade) a scale of prices was adopted which varied with the amount of the purchase, the object being to make wholesale trade self-sustaining, and obviate the former practice of recouping wholesale losses through high prices to the householder.

The following cities and towns comprise the area for which the prices fixed by Commission apply: Boston, Brookline, Quincy, Milton, Newton, Watertown, Waltham, Cambridge, Belmont, Somerville, Everett, Chelsea, Winthrop, Revere, Malden, Medford, Arlington, Winchester, Stoneham, Melrose, Saugus, Lynn, and Nahant.

The Commission believes that good grounds exist for the hope that prices may be substantially lower as the season advances.

The Commission wishes further to record a serious doubt as to the wisdom of attempting to control prices in defiance of the law of supply and demand. If the entire supply were such that a single agency could control it absolutely, a successful control might be possible. With the overlapping of "milk sheds," as for instance Boston and New York, and with competition between the whole milk market and the butter-fat market, it is hardly possible to forecast developments. At this time in particular, when butter fat prices are low in proportion to the cost of production, a price for whole milk that repays the producer for all his cost will probably be high enough to attract to the market milk which is now being manufactured in butter factories. It is by no means inconceivable that before the first of April such supply will have sought the Boston market by the channels of dealers not parties to the hearings before the Commission, and will have in effect nullified the adjustment based on the findings herein reported.

Who Fills Your Silo?

There's just one way of being sure of a full Silo of clean cut ensilage. That is to fill with your own equipment. A 3 or 4 H. P. gasoline engine will operate a small PAPEC. If a saving of \$75.00 to \$150.00 yearly appeals to you, write today for our new 1918 catalogue—it's free.



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with the assistance of an Ideal Silo, in which you always find economy, convenience, strength, simplicity and sweet wholesome ensilage. The Ideal Lasts and Lasts.

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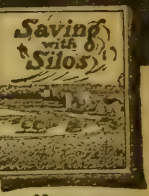
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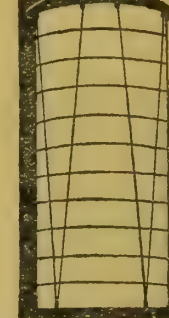
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put the mark of "good business" on your farm. They look quality because they are made on a quality basis. Creosoted wood staves defy decay; tight, safe-like doors are efficient and convenient; extra heavy hoops hold the structure firm. Improved guy-wire anchorage system prevents blowing over or twisting. Send for descriptive folder. Save by ordering early.

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Wise Bees Save Honey—Wise Folks Save Money

Interest Begins April 10



Interest Begins April 10

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HOME SAVINGS BANK

Incorporated 1869

75 Tremont Street, Boston, Mass.

FOR ALL SKIN TROUBLES.

USE **LADY POOR'S PURE OINTMENT**

THINK OF IT! Eruptions erased, Blemishes banished, and suffering silenced; And all for 25 cents—refunded if dissatisfied.

YOU SIMPLY CAN'T LOSE. If your Druggist doesn't keep it, send his name (with price) to us and we'll send ointment prepaid. **DO IT NOW!**

JAS. W. FOSTER CO., Bath, N. H. It's marvelous for piles too.

Over the top comes the Third Liberty Loan

Again New England Scores

In this great struggle for a safe world for sane people the proud patriots of New England claim a lion's share.

Her sons are on the honor roll of those who have fought and fell; they are in the lists of those desperately wounded; they are among those reported missing; they are feeling the severities of prisoners of war.

What are we doing at home?

We are pouring out our money to help fight and win. This war must be won and Liberty Bonds will win it.

Each citizen of New England wants a share in this glorious effort. He may have it by buying Liberty Bonds.

Don't delay --- buy today --- at any bank

This advertisement is contributed through the patriotic co-operation of The New England Milk Producers' Association.



LIBERTY LOAN COMMITTEE
OF NEW ENGLAND



Cows on pasture should have some grain

AND NOW IS THE TIME to begin thinking about what is best to feed this summer. There is a better profit in grain-feeding your cows during the summer than not feeding any grain at all, from the actual increased flow of milk. However, this profit is not as great as that in winter because the winter milk prices are higher.

Summer feeding keeps your cows in the pink of condition, and their yield naturally would be greater in the winter months.

It is next fall, winter and spring, after the pasture is burnt up and gone, that the big profit in summer grain-feeding shows up.

Buffalo Corn Gluten Feed

Buffalo can be fed clear without mixing with anything. Cows on pasture relish this pure corn feed, and it does them good.

The milk flow is bound to drop on dry, short pasture if no grain is fed. Do not let it drop—it's too hard to bring back up again.

While it is the best milk feed a can can buy for any time in the year, it will pay particularly well to feed Buffalo this summer.

CORN PRODUCTS REFINING COMPANY, Chicago, New York

AT LAST—

Your Feed Problem Solved

You Can Now Feed Any Cow the Right Feed to Meet Her Individual Need

Dairy farmers and breeders have been urging us for some time, and particularly of late, to give them an ideal, high protein mixture to be used with SCHUMACHER FEED — the old reliable, ideal carbohydrate feed. They wanted a ration that would better meet the INDIVIDUAL NEEDS of their dairy cows—that would eliminate labor and guess-work of home-mixing—that had as great a variety in its protein content as we have in the variety of carbohydrates in SCHUMACHER FEED.

We are pleased to announce that after much scientific research, backed

by exhaustive practical tests, we have produced a most remarkable, high protein feed in our BIG "Q" DAIRY RATION. It is as much superior to other protein mixtures as SCHUMACHER FEED is superior as a carbohydrate feed. In addition, by feeding these two feeds in combination, we have given to dairymen the most simple, easy-to-feed ration possible to compound—one that will not only produce exceptional results in the pail, maintain the best physical condition in their cows, but save a lot of time and labor and relieve them of all guess-work incident to mixing their own. With

SCHUMACHER FEED AND BIG "Q" DAIRY RATION

fed in combination, you can easily and quickly proportion the amount of protein and carbohydrate content to suit the individual requirements of all your cows. BIG "Q" DAIRY RATION is the result of new thought and new feeding knowledge, which have eliminated the shortcomings of old time feed formulas and feeding ideas. It is a result of extended actual tests in order to eliminate all guess-work as to results. It is first, last and all the time a quality feed, combining the five essentials of an ideal protein mixture, i. e., Palatability, Digestibility, Nutrition, Variety and Bulk. Its analysis shows digestible protein 18.5%; total digestible nutrients, 78%.

SCHUMACHER FEED needs no introduction. It has proved its merit time and again and has to its credit (fed with high protein concentrates) more world's champion milk and butter records than any other feed. It is a highly scientific combination of the by-products of corn, oats, barley and wheat, which give it that necessary variety of grains so important in either a protein feed or a carbohydrate feed. It is particularly Palatable, Nutritious, Digestible and furnishes vigorous Vitality for both physical stamina and heavy milk production.

Schumacher Feeding Plan Suggestions

To Dry Cows { 4 parts Schumacher Feed
 { 1 part Big "Q" Dairy Ration

General Herd Ration with { 1 part Schumacher Feed
 { 1 part Big "Q" Dairy Ration

To Fresh Cows with Green Feed { 2 parts Schumacher Feed
 { 1 part Big "Q" Dairy Ration

Test Ration { 1 part Schumacher Feed
 { 2 parts Big "Q" Dairy Ration

(Increase Big "Q" Dairy Ration if cow can handle more protein without bad effects.)

You will find in these two wonderful results producing feeds, that ideal combination of a variety of proteins and variety of carbohydrates you have been wanting — looking for — wishing for — a long time. Go to your dealer, get a supply, and let your cows prove for you all and more than we are able to tell you in this advertisement.

The Quaker Oats Company Address Chicago, U.S.A.

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS
Issued by the New England Milk Producers' Association

Volume 2. Number 2.

BOSTON, MASS., MAY, 1918

50 Cents Per Year

PRICES FOR MAY AND JUNE

N. E. Commission Establishes Surplus Plan

ADMINISTERED BY FEDERAL AUTHORITY

Full Prices For All Except That Manufactured Into Skim-milk By-Products

PRICES FOR MAY

PRICES FOR JUNE

Zone	At R. R. Station Outside Massachusetts.					Cwt. in 40 Qt. Cans
	Miles	8½ Qts.	21¼ Qts.	40 Qts.		
3	41-60	\$.570	\$1.453	\$2.752		\$3.199
4	61-80	.563	1.438	2.725		3.168
5	81-100	.556	1.424	2.700		3.139
6	101-120	.550	1.410	2.676		3.111
7	121-140	.543	1.397	2.653		3.084
8	141-160	.538	1.385	2.631		3.059
9	161-180	.532	1.373	2.610		3.035
10	181-200	.526	1.362	2.590		3.011
11	201-220	.521	1.350	2.570		2.988
12	221-240	.516	1.339	2.551		2.966
13	241-260	.511	1.329	2.532		2.943
14	261-280	.506	1.319	2.513		2.921
15	281-300	.502	1.308	2.494		2.899

Zone	At R. R. Station Inside Massachusetts.					Cwt. in 40 Qt. Cans
	Miles	8½ Qts.	21¼ Qts.	40 Qts.		
1	1-20	\$.702	\$1.756	\$3.306		\$3.842
2	21-40	.654	1.636	3.081		3.581
3	41-60	.584	1.461	2.752		3.199
4	61-80	.578	1.447	2.725		3.168
5	81-100	.574	1.434	2.700		3.139
6	101-120	.568	1.421	2.676		3.111
7	121-140	.563	1.408	2.653		3.084
8	141-160	.559	1.397	2.631		3.059
9	161-180	.554	1.386	2.610		3.035
10	181-200	.550	1.376	2.590		3.011

Zone	At R. R. Station Outside Massachusetts.					Cwt. in 40 Qt. Cans
	Miles	8½ Qts.	21¼ Qts.	40 Qts.		
3	41-60	\$.549	\$1.400	\$2.652		\$3.083
4	61-80	.542	1.385	2.625		3.052
5	81-100	.534	1.371	2.600		3.023
6	101-120	.529	1.357	2.576		2.994
7	121-140	.522	1.344	2.553		2.968
8	141-160	.516	1.332	2.531		2.943
9	161-180	.511	1.32	2.510		2.919
10	181-200	.505	1.309	2.490		2.895
11	201-220	.500	1.297	2.470		2.872
12	221-240	.495	1.286	2.451		2.850
13	241-260	.490	1.276	2.432		2.827
14	261-280	.485	1.266	2.413		2.805
15	281-300	.480	1.255	2.394		2.784

Zone	At R. R. Station Inside Massachusetts.					Cwt. in 40 Qt. Cans
	Miles	8½ Qts.	21¼ Qts.	40 Qts.		
1	1-20	\$.681	\$1.703	\$3.206		\$3.727
2	21-40	.633	1.583	2.981		3.465
3	41-60	.563	1.408	2.652		3.083
4	61-80	.557	1.394	2.625		3.052
5	81-100	.552	1.381	2.600		3.023
6	101-120	.547	1.367	2.576		2.994
7	121-140	.542	1.355	2.553		2.968
8	141-160	.537	1.344	2.531		2.943
9	161-180	.533	1.333	2.510		2.919
10	181-200	.529	1.323	2.490		2.895

Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c. per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

The Regional Milk Commission for New England met April 24th to adjust prices for May and June. It announced that the dealers and producers having failed to agree on a surplus plan it would fix prices for such milk as the dealers actually sold in Boston and vicinity and that dealers might buy other milk under whatever arrangement could be made with the producers.

The N. E. M. P. A. strenuously objected to such an arrangement, claiming that last November certain dealers entered into an agreement with the Association to pay to its members whatever price was awarded by the Commission, which agreement was extended to July 1st and that such dealers were under obligation to take all of the milk which its members furnished at the price awarded by the Commission.

After much consideration the Commission announced that it believed a plan by which producers should receive the full price for all milk sold and the value of the remainder, less cost of handling without profit to the dealers, was necessary to a proper price arrangement, and that if such an arrangement could not be made by agreement between the parties, the Commission would forthwith resign.

The Directors of the N. E. M. P. A. voted to ask the Commission to establish prices under such conditions as in its judgment was best for the industry.

The Commission formulated the following inquiry to which the N. E. M. P. A., the Whiting interests, Turner Center Dairying Association, Alden Bros., H. P. Hood & Sons, the Independent Milk Dealers Association and the Brandon Farms Milk Company assented.

"Do you agree to authorize the Commission to issue a surplus plan after hearings and to abide by the final plan which the Commission decides upon as an integral part of the price fixing for May and June and to pro rate the expenses of the Administration of any such plan as already outlined in the tentative plan?"

The Commission, or a sub-committee thereof, sat almost continuously from April 24th until May 7th, when it issued the following announcement:—

The Commission finds that owing to the scarcity and high price of labor, the continuing high price of grain and feed, as well as bottles, cans, and, in fact, everything which enters into the production and delivery of milk, it is inadvisable with-

out seriously affecting the dairying interests of New England to reduce the price of milk to the consumer for the month of May. We therefore rule that the price of milk for the months of May and June shall be as follows:

Price to producers.

1. Producers shall receive for that portion of their milk known as "whole milk" 7 3-4 cents for May and 7 1-2 cents for June f. o. b. Boston less the zone L. C. L. freight plus war tax and the can and country charges as agreed upon with the premium for butter fat of 4 cents per point in excess of 3.5 per cent if any or the reduction for butter fat of 4 cents per point below 3.5 per cent.

2. Prices charged by distributors for milk delivered to family trade as follows:

Quarts, May, 14 1-2 cents; June, 14 cents.
Pints, May, 8 cents; June, 8 cents.

3. Prices charged by stores, May, quart, not over 14 cents; June, not over 13 cents; pints 8 cents, May and June.

4. Prices charged by distributors for bottled milk delivered to stores: Quarts, May, 12 1-2 cents; June, 12 cents.

Pints, May, 7 cents; June, 7 cents.

5. Prices charged by distributors for bulk milk delivered to hotels and restaurants for May and June as follows:

In 8 1-2 qt. cans	1-10 cans	\$1.02
	11-12 "	1.01
	21-30 "	1.00
	31-40 "	.99
	over 40 "	.98

In 40 qt. jugs 1-10 jugs 11 1-4 cents per quart.

In 40 qt. over 10 jugs 11 cents per quart.

That the jurisdiction of the Commission shall extend to all milk for fluid milk purposes sold in the Boston market wherever the same is produced.

That the Commission feels that certain economies could very well be instituted by the dealers by developing some method of cash payments from their customers for their milk and the bottles either through ticket system or otherwise, which will reduce the loss of breakage of bottles and bad debts.

That the Commission feels that daylight delivery throughout the year would be an economy.

That the Commission feels that limiting the delivery to the first floor would reduce the expense of delivery.

To this end the Commission suggests that the dealers study these three points through a committee of themselves and file with the chairman of the Commission a concrete plan which may be put into effect on June 1 by all the dealers.

That the producers shall bear the burden of the surplus produced but that the dealers shall handle it for them at cost.

That it is very advisable for the producers to make an earnest and concerted effort to breed their cattle in such a way that their supply of milk shall be more uniformly distributed throughout the year.

That the Commission feels that the Producers' Association should file with the Administrator in writing full information in reference to distribution of country station charges and concrete suggestions for the apportionment of said charges. That no action will be taken on this matter by the Commission until July 1.

That the consumers use more milk as it has been shown by government authorities that at prevailing prices milk as food constitutes the cheapest money value for the nourishment contained in practically any form of food.

To this end the Commission suggests that the dealers and if possible the producers co-operate and establish a sufficient fund to carry on an advertising campaign so that consumers may be thoroughly informed as to the best methods of utilizing this economical food.

(Signed)

Federal Milk Commission for New England.

SURPLUS PLAN.

PREAMBLE.

At a meeting of the New England Regional Milk Commission held at the State House in Boston on May 3, 1918, the following question was asked and agreed to by all the dealers and producers present or represented:

"Do you agree to authorize the Commission to issue a surplus plan after hearings and to abide by the final plan which the Commission decides upon as an integral part of price fixing for May and June, and to pro-rate the expenses of the Administration of any such surplus plan as already outlined in the tentative plan?"

The Commission after hearing the parties, in accordance with the terms of their warrant and in accordance with the agreement of all parties as above set forth, finds: That the usual sources of supply of fluid milk which are necessary to satisfy the fluid milk market in the times of lowest production produce an over supply or surplus at other seasons of the year.

In order that the consuming public may be assured of an adequate supply of fluid milk, the Commission believes that it is the duty of the dealers in fluid milk to arrange for a sufficient quantity of milk to satisfy their normal market at all seasons of the year.

Recognizing the fact that dealers have felt compelled to purchase more milk than the market conditions demand at certain seasons of the year in order to assure themselves of a proper supply during the seasons of lowest production, the Commission believes that the loss, if any, in converting seasonal surplus milk into marketable products should be borne by the producers of the surplus and not the consumers, and that the dealers should convert such surplus into by-products at cost.

In accordance with the above principles the Commission has determined that the following plan for payment of surplus milk shall be put into effect during the months of May and June 1918 as an integral part of price fixing, and that it may be continued at the discretion of the Commission and the parties for such further period as the Commission shall continue in office.

Plan For The Purchase and Payment

of "Whole Milk" and "Surplus Milk"

The Federal Milk Commission of New England after hearing the parties in accordance with the terms of the warrant, directs that the milk dealers who supply milk to the City of Boston and suburbs (hereinafter referred to as the dealers) purchase from the milk producers (hereinafter called producers) and pay to said producers for all milk purchased in the manner and under the terms hereinafter set forth.

1. This plan shall apply to all merchantable milk purchased from producers by the dealers, except milk purchased specifically for manufacturing purposes.

Method of Paying for Milk.

2. Each producer's milk shall be tested for butter fat as may be determined by composite samples taken daily or samples taken at least three times a month at intervals of nine days, and all payments for "whole milk" must be made on the basis of the average monthly butter fat content thus ascertained.

Each producer's total milk for each month shall be paid for under two separate schedules known respectively as "whole milk" and "surplus milk."

"WHOLE MILK."

3. Definition—"Whole Milk" includes all milk purchased and sold as such.

4. Producers shall receive for that portion of their milk known as "whole milk" the price fixed, less the zone L. C. L. freight, plus war tax and the can and country charges as agreed upon, with the premium for fat in excess of 3.5 if any, or the reduction for fat below 3.5 at the price fixed by the Commission.

"SURPLUS MILK."

5. Definition.—All milk not sold as "whole milk" shall be known as "surplus milk."

6. (a) "Surplus milk" shall be manufactured into any of the usual products, or by-products of milk, and producers shall receive, therefore the price fixed for "whole milk" minus the loss shown to have been made on "surplus milk" as ascertained by the Commission through the Administrator in the following manner.

(b) From the records of each dealer the amount of whole milk

products made from "surplus milk", the quantity of by-products made from skimmed milk of "surplus milk" and the amount of skimmed milk sold as such shall be ascertained.

WHOLE MILK PRODUCTS.

(c) Value by whom determined.

The value of products of "surplus milk" manufactured from whole milk shall be determined by the Commission through its Administrator from the market quotations for the current month.

(d) Method of Determining Value.

The value of whole milk products made from "surplus" milk shall be ascertained by multiplying the number of pounds of each whole milk product by the market value of each product.

(e) Method of Determining Quantity of Whole Milk Used.

The quantity of whole milk required to make the products shall be ascertained by multiplying the quantities of products by the amount of whole milk required to make one (1) pound of each product.

(f) Cost to Dealer.

The amount paid by the dealer for the amount of whole milk required to make said products shall be found by multiplying the number of pounds used by the price fixed by the Commission, as the price of "whole milk." To the same shall be added the cost of manufacturing and marketing said products.

(g) Ascertainment of Net Loss to Dealer.

From the cost of the products the market value of the products as found above shall be subtracted and the result shall be considered as the net loss on the total number of pounds of whole milk manufactured into whole milk products.

(h) Butter Fat.

The value of butter fat for the current month shall be determined by the Commission through its Administrator, and in fixing the price of butter fat, the Administrator shall give due consideration to the difference in value of butter fat as butter and butter fat as sweet cream.

(i) Manufactured Products of Skimmed Milk.

The value of the products manufactured from skimmed milk shall be determined by the Commission through its Administrator from the average market quotations for the current month.

(j) Cost of Skim Milk, how determined.

The cost of skimmed milk shall be determined by subtracting from the price of "whole milk" as fixed by the Commission, the value of butter fat as fixed by the Commission through its Administrator, and the difference shall be considered the cost of skimmed milk.

(k) Method of Determination of Value.

The value of skimmed milk by-products made from "surplus milk" shall be ascertained by multiplying the number of pounds of each skimmed milk by-product by the market value of such product.

(l) Determination of Quantity.

The quantity of skimmed milk required to make the products shall be ascertained by multiplying the quantities of such products by the amount of skimmed milk required to make one (1) pound of each product.

(m) Conversion into Whole Milk.

The amount of skimmed milk required to make such products shall be converted into the amount of whole milk which is necessary to make the required quantity of skimmed milk, by dividing the number of pounds of skimmed milk by .85.

(n) Net Cost to Dealer.

The net cost to the dealer of the amount of skimmed milk required to make the skimmed products shall be found by multiplying the number of pounds of skimmed milk

by the cost to the dealer for skimmed milk, as found in sub-division (j). To the cost of milk so found shall be added the cost of manufacturing and marketing said products, and the result shall be the net cost to the dealer.

(o) Net Loss to the Dealer.

From the net cost of the products, the market value of the products as found above shall be subtracted, and the remainder shall be considered as the net loss on the total number of pounds of whole milk made into skimmed milk by-products.

(p) Skimmed Milk Sold as Such.

The loss on skimmed milk sold as such shall be ascertained as follows:

The number of pounds of skimmed milk sold as such shall be multiplied by the price paid for skimmed milk as found in subdivision (j). To the cost of skimmed milk thus found, shall be added the cost of marketing of the same, and the result shall be the total cost of skimmed milk to the dealer.

(q) Loss on Skimmed Milk Sold as Such.

From the net cost as found above shall be subtracted the market value of the skimmed milk, and the remainder shall be the net loss on skimmed milk sold as such.

(r) Conversion to Whole Milk.

The amount of whole milk from which the above amount of skimmed milk was made shall be ascertained by dividing the number of pounds of skimmed milk by .85, and the loss on skimmed milk sold as such shall be considered as made on this number of pounds of whole milk.

(s) Surplus Milk Unaccounted For.

In order to check the amount of whole milk reported as unsold, and known as "surplus milk", the amount of whole milk used for whole milk by-products, the amount of milk used in making skimmed milk products converted to whole milk, and the amount of skimmed milk sold as such converted to whole milk, shall be added, and the result shall be the amount of whole milk accounted for as surplus. This shall be subtracted from the "surplus milk" to be accounted for and the remainder shall be considered as "surplus milk" unaccounted for, which shall be paid for by the dealer as "whole milk."

(t) Net Loss on all Surplus Milk.

In order to ascertain the loss on all "surplus milk", the loss from the whole milk by-products, skimmed milk by-products, and skimmed milk sold as such, shall be added, and this sum shall be divided by the sum of the total amount of "surplus milk" accounted for. The result will be the loss per pound of whole milk surplus to be charged back to the producer. This loss per pound may be converted from loss per pound to loss per quart by finding the loss on 100 pounds of milk, and dividing the sum by 46.5. The result will be the loss per quart on surplus milk.

(u) Price to Producer.

From the price of whole milk as fixed by the Commission for the Boston market, will be subtracted the loss per pound, or the loss per quart as found above, leaving the remainder the price to be paid to the producer for "surplus milk" f. o. b. Boston, from which the agreed deduction shall be made.

(v) Cost of Manufacturing, Marketing and Determination of Factors.

The Commission through its Administrator shall determine fairly the cost of manufacturing, marketing and other factors to be used in the computations from such information as the Administrator may obtain from any available sources.

NOTE: Appended hereto is an example which is used for illustration only and neither the Commission nor the Administrator are bound by any of the factors used therein.

7. The monthly statement rendered by the dealers to the producers shall contain the following information and such other information as the Administrator may order:

Total milk purchased in quarts or cwt.
 Test
 Percentage to be paid for as whole milk
 Percentage to be paid for as surplus milk
 Price fixed for fluid milk by N. E. Regional Milk
 Commission F. O. B. Boston
 Your Zone
 Country station price—zone for 3.5 milk
 Value of your whole milk, plus bonus for fat above 3.5
 Value of your surplus milk at
 per
 Total

Each dealer shall keep a book which shall hereinafter be referred to as the "record." This book shall be uniform in size and shall be kept in a uniform manner by all dealers. The New England Milk Commission, through its accredited representative, hereinafter called the "Administrator," shall have access to it at any time. There shall be entered in this book for each month under various headings the following records:

- Total quantity of milk, in pounds, purchased by the dealer from the producers.
- Total quantity of such milk sold as "whole milk."
- The average test of all milk purchased during the month.
- Total quantity of each manufactured by-product made from whole milk and skim milk.
- In this book an itemized account shall be kept of all purchases and sales, expressed in pounds, among dealers, the name of such dealer and any further data which may be required pertaining to the question of "surplus milk."

The entries in the "record" shall be closed not later than the 10th of the month following, and each dealer shall file with the representative of the New England Milk Commission on a blank furnished by them a sworn statement taken from the "record." Any dealer who does not file such sworn statement shall pay for all milk to the producers from whom he bought milk the full price for "whole milk" as determined by the Commission.

9. Until June 1st all dealers shall continue with the patrons who were supplying milk to them on May 1, 1918.

10. On or before May 20th, to be effective June 1, 1918, each dealer shall file with the Secretary of the Commission a list of the shipping stations from which he desires to ship "fluid milk" to Boston and the patrons thereof. In making up such list he shall include such shipping stations and patrons thereof as he shall require to furnish him with sufficient milk to fill the requirements of his trade during the months of lowest production, and if any dealer

feels that any portion of the milk supply of a manufacturing plant, or condensary, is necessary to provide him with milk in the months of least production, he may designate that percentage of his receipts at such condensary, or manufacturing plant, which will be required, and such percentage of receipts each month, whether shipped to Boston or not, shall be included as "fluid milk" and shall be paid for on the basis of Boston prices as effected by the surplus plan and the proceeds pro rated to all the patrons of such condensary or manufacturing plant.

If the listing of shipping stations and the patrons thereof submitted by a dealer shall result in transferring "fluid milk" stations, or patrons thereof contributing to the Boston supply on May 1, 1918, to a manufacturing basis, or if a dealer desires to discontinue a patron, a hearing shall be given the parties in interest before a subcommittee of the Commission, to be appointed by the chairman; at which the dealer desiring to make the change will be expected to show economic reasons for so doing before approval is granted. Thereafter if a dealer takes on or discontinues a patron he shall notify the Administrator of the fact and the reasons therefor in writing.

11. For the purpose of carrying out this plan the New England Regional Milk Commission shall employ a suitable person satisfactory to a majority of the dealers and producers to be known as the Milk Administrator, whose salary by agreement shall be paid jointly and equally by the dealers and the New England Milk Producers' Association, such salary and expenses not to exceed the sum of four hundred and seventeen dollars (\$417) per month. That part of said sum to be paid by the dealers shall by agreement be prorated among such dealers on the basis of the volume of their purchases of milk.

DUTIES OF THE MILK ADMINISTRATOR DESCRIBED.

12. (a) It shall be the duty of the Milk Administrator to make a careful study of market conditions for the purpose of fixing a price of butter fat, the value of the skim milk measured in terms of the value of its by-products, the value of products of whole milk, and cost of conversion of such products. These values shall be determined by the Commission through its Administrator.

(b) To check up and verify all reports made by the respective parties in carrying out the purposes of this plan as herein described.

(c) To furnish the dealers forthwith with the necessary data to enable them to make payment for milk as "whole milk" and milk as "surplus milk."

(d) To do all such other things as are reasonably necessary to the proper policing of this plan.

13. Certain illustrations are appended hereto, illustrating the method of obtaining the amount and value of "surplus milk" and illustrating the method to be used in computing the loss on "surplus milk" to the producers.

EXAMPLE

For the purpose of illustrating the methods of ascertaining the cost of "surplus milk" the following assumptions and example are submitted:—

It is assumed that whole milk is paid for the dealer at 8c per quart f. o. b. Boston, less the agreed upon deductions.

This equals \$3.72 per 100 lbs.

Milk contains 3.5% of butter fat.

The amount of skim milk in whole milk is assumed at 85% of the whole milk from which it is made, disregarding butter milk, which is considered of little practical value.

Assume that the Administrator has

set the price of butter fat in surplus milk at 50c per lb.

On the above assumptions, 3 1-2 lbs. of butter fat in 100 lbs. of whole milk cost the dealer:—

Butter fat\$1.75
 Skim milk1.97

Cost of whole milk per 100 lbs. equals\$3.72

On this assumption the cost to the dealer for skim milk in surplus is \$3.72—\$1.75 (cost of butter fat) equals \$1.97 as the cost of skim in surplus.

Information furnished by a dealer:—

Dealer "A" purchases1,000,000 lbs. of whole milk
 He sells as whole milk700,000 "

Defined as surplus300,000 "
 Allowed dealer for shrinkage, 2½% of * 1,000,000 lbs. 25,000 "

Surplus to be accounted for275,000 "

* For the purpose of computation the shrinkage was taken at 2½% of the total amount purchased but this figure is subject to rectification by the Administrator.

The dealer has made from surplus milk as whole milk products:—

2000 lbs. full cream cheese
 1000 lbs. evaporated milk

He has made from skim into skim by-products

5200 lbs. Casein
 1500 lbs. Pot Cheese
 500 lbs. Skim Cheese
 10000 lbs.

The dealer has sold as skim milk

The Administrator has determined that the current monthly value of

Full cream cheese is 22c per lb.
 Evaporated milk 10c per lb.
 Casein 12c per lb.
 Pot Cheese 5c per lb.
 Skim Cheese 15c per lb.

Conversion cost

2c per lb.
 5c per lb.
 1c per lb.
 2c per lb.
 2c per lb.

That the value of skim milk is \$1.97.

Cost to handle skim60c per 100 lbs.

Selling price of skim milk\$2.50 per 100 lbs.

The Administrator has also found that it requires

10 lbs. of whole milk to make 1 lb. of full cream cheese
 2.2 lbs. of whole milk to make 1 lb. of evaporated milk
 34½ lbs. of skim milk to make 1 lb. of casein
 7 lbs. of skim milk to make 1 lb. of pot cheese
 12 lbs. of skim milk to make 1 lb. of skim cheese

WHOLE MILK PRODUCTS.

Full cream cheese, 2000 lbs. x 10 = 20,000 lbs. whole milk required
 Evaporated milk, 1000 lbs. x 2.2 = 2,200 lbs. whole milk required

Total surplus made into whole milk products 22,200 lbs. whole milk required

Cost of Products.

Whole milk, 22,200 lbs. @ \$3.72 per cwt.\$825.84
 Full cream cheese, 2000 lbs. @ 2c for conversion .. 40.00
 Evaporated milk, 1000 lbs. @ 5c for conversion .. 50.00

\$915.84

Market Value of Products.

Full cream cheese, 2000 lbs. @ 22c\$440.00
 Evaporated milk, 1000 lbs. @ 10c 100.00

\$540.00

Loss on 22,200 lbs. of surplus milk in whole milk products \$375.84

SKIM MILK PRODUCTS.

Casein 5200 lbs. x 34½179,400 lbs. of skim
 Pot cheese 1500 lbs. x 7 10,500 lbs. of skim
 Skim cheese 500 lbs. x 12 6,000 lbs. of skim

195,900 lbs. of skim

195,900 lbs. of skim ÷ .85 = 230,371 lbs. of whole milk accounted for.

Cost of products from skim milk.

Skim milk, 195,900 lbs. @ \$1.97 per cwt.\$3,859.23
 Casein, 5,200 lbs. @ 1c for conversion 52.00
 Pot cheese, 1,500 lbs. @ 2c for conversion 30.00
 Skim cheese, 500 lbs. @ 2c for conversion 10.00

\$3,951.23

Market Value of Products from Skim.

Casein, 5,200 lbs. @ 12c \$624.00
 Pot cheese, 1,500 lbs. @ 5c 75.00
 Skim cheese 500 lbs. @ 15c 75.00

774.00

Loss on 195900 lbs. of skim = 230,471 lbs. of surplus whole milk \$3,177.28

SKIM MILK SOLD AS SKIM.

10,000 lbs. skim milk ÷ .85 = 11,765 lbs. of whole milk accounted for.

Cost of skim, 10,000 lbs. @ \$1.97 per cwt.\$197.00
 Cost to sell 10,000 lbs. @ \$0.60 per cwt. 60.00

\$257.00

Selling value of skim, 10,000 lbs. @ \$2.50 cwt. 250.00

Loss on 10,000 lbs. of skim = loss on 11,765 lbs. of surplus whole milk \$7.00

Total loss on surplus\$3,560.07

Surplus milk to be accounted for275,000 lbs.

Surplus accounted for in by-products:

As whole milk22,200 lbs.
 As skim products converted230,471 lbs.
 As skim sold as skim converted11,765 lbs.

264,436 lbs.

Balance unaccounted for10,564 lbs.
 Which shall be paid for as whole milk.

TOTAL LOSS.

Loss on 22,200 lbs. of whole milk products\$375.84
 Loss on 230,471 lbs. of skim products3,177.23
 Loss on 11,765 lbs. of skim sold as such 7.00

Total loss, 264,436 lbs. to be charged to producers \$3,560.07

\$3,560.07 divided by 264,436 lbs. gives a loss per lb. of \$0.01346, which equals a loss of \$1.346 per hundred pounds, divided by 46½, giving a loss of \$0.02895 per quart.

The Boston price for Surplus Milk (based on 8c f. o. b. Boston less agreed upon deductions) is 8c less 2.895c = 5.105c per quart less agreed upon deductions.

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PERSONAL WORD

For nearly two years I have been chained to a desk in the city, trying to represent the interests of milk producers at all sorts of hearings, conferences and bargainings.

I have been ignored, then laughed at, then fought against and at last recognized. Each period denoted a stage in the growth of the organization. I have had standing and influence only to the extent that I represented an organized body of important men.

I have made mistakes. I have tried not to repeat them. Whether or not my work has been worth while is not for me to say. I do know that the only hope of the dairy industry in New England or in the country is in the organization of the dairymen. We have had pioneer work to do; we have done the best we could and the results must speak for themselves.

I know there is a tremendous work ahead to put dairying, as a business, on its feet in New England. It isn't an easy thing to explain the intricacies of the New England milk problem. It is recognized by all as one of the hardest nuts to crack that exists today.

I need and must get a broader understanding of the situation among producers. I want to meet and talk with the farmers and to exchange ideas and opinions with them. I am therefore planning to spend a large part of the summer attending meetings and calling on dairymen in the country. I am going to swing around the circle of producing territory, meet the farmers, the officers of local and County branches of the N. E. M. P. A., the County Agents and others who can give me the information and help I need to properly do my work.

We all need a broader, more constructive view of the whole situation. I shall be glad to know of farmers' meetings and to arrange to at-

tend some of them. I want to get out among and meet the milk producers of New England.

RICHARD PATTEE.

SURPLUS

Please study the elaborate and somewhat complicated surplus plan issued by the Milk Commission. The Commission spent weeks of hard work on it. The dealers objected that it was not "workable." It is not in the "beatable" sense, because it calls for sworn evidence and is to be administered by an able, fearless, honest man. We do not believe it is the answer to the milk question. That can only be made when farmers own and operate a marketing system by which all milk can be concentrated at logical points, where such as is needed can be sold out as whole milk and the rest manufactured and stored for the highest market. The present plan provides that dealers pay the whole milk price for all except manufactured milk and for that the full market price for the by-products less a fair cost for manufacturing.

The present surplus plan is so much fairer and more sure of honest administration than that of some years ago that comparison is not possible.

The thing to do now is to sell the surplus as whole milk. Hence the advertising campaign now under way. The Commission, with an immense amount of information at its command, is a fine set of men of superior intelligence, honestly trying to do the right thing.

If the plan works well we will give three rousing cheers. If it don't we will change. We will not be experimented upon to any great extent by any set of gentlemen, however eminent. We own the milk. It is for sale. We are willing to take a fair price. We must or quit. Meanwhile, let's get busy to establish our own chain of plants through which we can sell milk, cream, butter, cheese or whatever pays best.

ADMINISTRATOR

Dr. Arthur W. Gilbert, Secretary of the New England Regional Commission and Administrator of its Surplus Plan was born at West Brookfield, Mass. in 1882 on the 250 acre farm which has been in the Gilbert family for ten generations, over two hundred and fifty years.

Dr. Gilbert worked his way through the Massachusetts Agricultural College graduating in 1904. He was Assistant Professor of Agriculture and Supervisor of Extension work at the University of Maine for two years. He received the degree of Doctor of Philosophy at Cornell University in 1909; was Professor in New York State College of Agriculture at Cornell for seven years.

Dr. Gilbert has written much on agricultural subjects for papers and magazines including the Standard Dictionary and Bailey's Standard Encyclopedia of American Horticulture. He is the author of books on Plant Breeding and The Potato.

Dr. Gilbert has been active in social and public life. He is a Past Master of two subordinate Granges, Vice President of the National Corn Exposition, Secretary of the New England Federation for Rural Progress. He has been an Institute Lecturer for many years and was Director of the Chataqua School of Practical Agriculture. He served on a Commission to study County Fairs in New York state and formulated recommendations for their improvement. He is now Secretary of the Committee on Agriculture of the Boston Chamber of Commerce and is the author, with R. W. Bird, of "The Milk Problem of New England," which contains the investigation of the New England Agricultural Colleges of the cost of producing milk and investigation of distributing milk in Boston.

We believe the milk producers are fortunate in having a man so emin-

FOOD UNITS PAY BEST

It is suggested and we believe the point well taken that the real purpose in keeping cows is to turn vegetable matter not edible by humans into food units suitable for human consumption. In this connection the following tabulation may be of interest.

Comparative cost of production per cwt. of milk 3.5% and of 5%

Capacity of Cow	Test	Cost per Cwt.	Less 5c per point	Cost of Skim OR	Less 4c per point	Cost of Skim
4000 lbs.	(3.5%	4.13	1.75 =	2.38	1.40 =	2.73
	(5.0%	4.44	2.50 =	1.94	2.00 =	2.44
				.44		.29
5000 lbs.	(3.5%	3.50	1.75 =	1.75	1.40 =	2.10
	(5.0%	3.78	2.50 =	1.28	2.00 =	1.78
				.47		.32
6000 lbs.	(3.5%	3.06	1.75 =	1.31	1.40 =	1.66
	(5.0%	3.34	2.50 =	.84	2.00 =	1.34
				.47		.32

See Vol. 1. Federal Milk Commission, Boston, Dec. 18, 1917. Exhibit 8, page 111, by Geo. M. Putnam, Contocook, N. H. Prices include 10% managerial services.

In these figures the cost of skim has been determined by taking out the value of the butter fat at 50c per pound, which is a very conservative valuation for the past three months, and also at 40c per pound which is the allowance for excess over the 3.5% test required for market milk.

The Regional Milk Commission takes 5000 lbs. as its standard of production per cow. The figures show that altho such a cow made 5% milk at a cost 28c greater than the 3.5% cow, per cwt. after taking out the value of the butter fat, the skim in the cwt. cost 47c less.

Assuming that such milk were sold in April on the Boston schedule for 3.5% milk and 4c per point of test up or down, the 5% milk would be 15 points above 3.5% hence worth 60c per cwt. more and as it cost only 28c more it would pay better. But if butter fat in milk brought 5c per point the 5% milk would bring 75c per cwt. more than the 3.5%. At the April price 5% milk shows a profit of 32c per cwt. over 3.5%. For illustration, in the 12th zone:—

Price 3.5% milk at R. R. station \$3.082 per cwt.

Price 5% milk at R. R. station 3.682 per cwt.

Price 5% over 3.5% .60 per cwt.

Cost 5% over 3.5% .28 per cwt.

Profit on 5% .32 per cwt.

In other words it pays to produce milk carrying more food units. If the price allowed for excess fat were more nearly fair and reasonable it would emphasize and strengthen the above statement.

The above figures were tabulated and brought to our attention by Manager Bradford of Turner Center Dairying Association.

ently qualified to handle the milk situation under the direction of the Commission. Producers may be confident of an absolutely square deal in any matter under Dr. Gilbert's management.

DUES SETTLEMENT

The books of the N.E.M.P.A. are so kept that each Local is credited with the amount paid in by its members, either direct or through remittances from dealers. One-fourth of this amount is to be paid to the Locals. No settlement has been made because the income from dues has not been large enough to meet the absolutely necessary running expenses and permit such payment.

It has been a question of policy whether to let some of this work go and pay the Locals or to use the money where needed and ask the Locals to wait. It was decided that the results expected from the organization were to be obtained by looking after the marketing end of the business and to spend whatever was necessary to properly look after market interests, asking the Locals to wait until enough accumulated to settle with them. We cannot afford to allow these vital interests to suffer for the sake of laying aside money in Local treasuries.

Producers must realize the unforeseen but absolutely necessary expense of the hearings and investigations, three of which have been held within the last four months. The

Association also paid \$2500.00 toward the \$10,000 advertising campaign now going on in Boston, the dealers paying the rest. This campaign ought very largely to reduce the surplus of May and June.

Officers and members should realize that the real reason Locals have not received their share of the dues is because so few of the members have paid their dues. If every producer had paid his cash or signed an order on his dealer every Local would have gotten its share, long since.

If members will sign dues orders or where that form of payment is not practical, send the money, the Locals will get theirs very promptly. The records show how much each is entitled to. Let's get busy and secure orders enough to properly support both Central and Local Associations.

EQUALIZE PRODUCTION

Don't "for the love of Milk" let your cows freshen so as to increase next year's spring surplus. That's all the consumers and commissions hear, surplus—surplus—surplus. The man who allows the bull to run with his cows must be lynched or something. Breed your cows to freshen in the fall. It's hard to do it but it must be done if you ever expect to sustain prices. Whiting says the N.E.M.P.A. can do more to equalize production in a year than the dealers in fifty. Doubtless he is right. It's up to you—and the bull—and the cows.

Equalize Production.

"SPREAD"

The great cry of the dealers before the Regional Milk Commission is "Give us more spread". By "spread" is meant a greater difference between buying and selling prices.

It is impossible to make a systematic study and comparison of prices this year with last because before August 1917, there was no uniform buying system. One of the great works of the NEMPA was in bringing about a system whereby milk of the same quality brought the same price in Boston no matter where it came from.

Under the circumstances a study of typical places for 1917 was made and the comparison with 1918 shows as follows:—

Hood Spread, Newport, Vt. Milk 3.7% Test Sold to Family Trade

April 1917 Price to Consumers 11c qt. = \$5.115 cwt.
Paid at Newport 1.95 cwt.

Spread farmer to consumer \$3.165 cwt.
or 6.8c per quart.

April 1918 Price to Consumer 14½c qt. = \$6.7425 cwt.
Paid at Newport 3.14 cwt.

Spread farmer to Consumer \$3.6025 cwt.
or 7.75c per quart.

Spread per quart April 1918 = 7.75c
Spread per quart April 1917 = 6.80

Increase 1918 over 1917 = .95c per quart

Hood Spread, Thetford, Vt. Milk 3.7% Test Sold to Family Trade

April 1917 Price to Consumer @ 11c qt. = \$5.115 cwt.
Paid at Thetford 2.10 cwt.

Spread to Consumer \$3.015 cwt.
or 6.48c per quart.

April 1918 Price to Consumer @ 14½c qt. = \$6.7425 cwt.
Paid at Thetford 3.255 cwt.

Spread farmer to Consumer \$3.4875 cwt.
or 7.5c per quart.

Spread per quart 1918 = 7.50c
Spread per quart 1917 = 6.48

Increase 1918 over 1917 1.02c

Hoods spread 61-80 mile zone "Old Line Territory", Market Milk Sold Family Trade.

April 1917 Price to Consumer @ 11c qt. = \$5.115 cwt.
Paid to Farmers at R. R. Sta. 2.134 cwt.

Spread farmer to consumer \$2.981 cwt.
or 6.41c per quart.

April 1918 Price to Consumer @ 14½c qt. = \$6.7425 cwt.
Paid to farmers at R. R. Sta. 3.285 cwt.

Spread farmer to consumer \$3.4575 cwt.
or 7.43c per quart.

Spread per quart April 1918 = 7.43c
Spread per quart April 1917 = 6.41

Increase 1918 over 1917 1.02c

BY-LAWS

NEW ENGLAND MILK PRODUCERS' ASSOCIATION.

ARTICLE I NAME AND SEAL.

Section 1. The name of this Association shall be the New England Milk Producers' Association.

Section 2. The seal of the association shall be circular in form and shall contain the initials "N. E. M. P. A." the words "Milk, Butter, Cheese, Cream" and a map of New England.

ARTICLE II PURPOSES.

Section 1. This association is an agricultural association instituted for the purposes of mutual help and of doing business at cost for the benefit of its members.

Section 2. More particularly its purposes are to enable its members to secure the full market value of their dairy products; to improve the methods of milk production, distribution, manufacture and use; to buy and sell for its members; to encourage the breeding and raising of better dairy stock; to promote the more economical feeding of dairy stock; to promote the legislative interests of the dairy industry; to foster co-operation in agriculture, and especially in dairying; and, in general, to improve agricultural conditions, and bring about a better understanding between the producers of dairy products and the consumers thereof.

ARTICLE III ORGANIZATION.

Section 1. The New England Milk Producers' Association shall be composed of dairy farmers residing in New England States or selling their products in New England markets.

Section 2. To manage its affairs efficiently and to carry out its purposes, the New England Milk Producers' Association shall be organized on the following basis:

First. Local branches, consisting of all the members of the Association within any given vicinity, each member having one vote in the affairs of his branch.

Second. County branches, consisting of all the members of the Association within any given county; a certain designated class of members to have the right to vote in the affairs of the county branches.

Third. Market branches, consisting of all the members of the Association who sell in any given market, except Boston and New York; a certain designated class of members to have the right to vote in the affairs of the market branches.

Fourth. The Association as a whole, consisting of all its members; a certain designated class of members to have the right to vote in the affairs of the association as a whole.

ARTICLE IV CLASSES OF MEMBERSHIP AND METHODS OF VOTING THEREON.

Section 1. Every member of the New England Milk Producers' Association shall have the same rights and privileges and be bound by the same obligations except as such shall vary under the regulations of local, county or market branches and as hereinafter provided.

Section 2. Every member of the Association shall be eligible to any office in any branch thereof, in whose jurisdiction he resides.

Section 3. Every member of any of the classes hereinafter described shall be entitled to one vote in any

Does Selling All Whole Milk Pay?

There are approximately 844,000 Milch Cows in New England producing 4,220,000,000 lbs. of milk annually.

About 20 lbs. of whole milk produces 1 lb. of butter fat worth 50c or \$2.50 per hundred of milk.

For approximately \$2.02 worth of warm separator milk, with a little calf meal, you can add 100 lbs. to a calf's weight, worth from \$10.47 to \$13.60 per hundred.

Control the milk supply at the farm—purchase a Primrose or Lily Cream Separator—one that will get all the butter fat—sell the butter fat or make butter—take the warm separator milk and produce beef and pork—conserve the fertility of the farm and make a handsome profit.

If interested write us,

INTERNATIONAL HARVESTER CO. OF AMERICA



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Buy Now

LARRO-FEED is back on the market again and back to stay.

We are now in a position to supply you with any quantity of this "WONDERFUL FEED THAT'S GUARANTEED" for quick delivery through your dealer. We urge our dairymen-friends to get in touch with their local feed dealers and place their orders at once for next year's dairy feed requirements.

Larro-feed

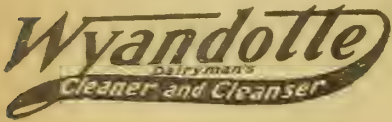


Those dairymen who have used this wonderful feed in the past will need no second invitation. We have been unable to take orders for LARRO-FEED for the past nine months because of our inability to secure all the necessary ingredients. During that time hundreds have written us telling of the heavy loss in milk flow since LARRO-FEED became unobtainable. Protect your profits this winter by ordering your supply of LARRO-FEED at once. Better see your dealer about it to-day.

THE LARROE MILLING CO.
3900 Gillespie Bldg., Detroit, Mich.

Economy

The economy of the clean, sanitary condition of dairy utensils and equipment washed with



admits of but one question — does it pay to produce a clean milk.

If in the end it pays to give the people what they want, then no further proof is needed than that the public makes known its desire for a clean milk through the appointment of state and local authorities. Likewise a business reason is just as evident in the price received when you sell a milk for manufacture, for only a second grade price can be paid for a second grade raw material, which goes to make up a second grade product. The value which prevails for one must prevail also for the other.

Since then you realize the greatest profit when your milk is clean the use of this cleaner proves a factor both prudent and profitable.

Ask your regular supply man to fill your order for this cleaner. It Cleans Clean.

The J. B. Ford Co.,
Sole Mnfrs.,
Wyandotte, Mich.

branch of the Association, in whose jurisdiction he resides, if he be a member of the appropriate voting class.

Section 4. There shall be four classes of membership and a member may belong to more than one class.

First. Local membership, to consist of all the members of the Association.

Second. County voting membership, to consist of certain members designated annually for that purpose by the various local branches within each county.

Third. Market voting membership, to consist of certain members designated annually for that purpose by such local members as sell to any one market other than Boston or New York.

Fourth. Association voting membership, to consist of certain members designated annually for that purpose by the county voting members of the various counties.

Section 5. There shall be no proxy voting in the Association or any branch thereof.

ARTICLE V LOCAL BRANCHES.

Section 1. Five or more members in any township or shipping station or other unit of local area, may receive from the president or secretary of the Association permission to organize a local branch thereof.

Section 2. It shall be the duty of every local branch to care for and have charge of the local interests of the Association and to carry out within its jurisdiction the work assigned to it by the county, and market branches of the Association, and the Association.

Section 3. Every local branch shall hold an annual meeting for the election of officers and the designation of county voting members in January of each year and such other meetings as its regulations may require.

Section 4. The officers of every local branch shall consist of a president and secretary-treasurer and such other officers and committees as the local branch shall determine.

Section 5. It shall be the duty of the officers of every local branch to make such reports to the county and market branches and to the Board of Directors of the Association as they may require and to perform such other duties as are required by its regulations.

ARTICLE VI COUNTY BRANCHES.

Section 1. When three or more local branches of the New England Milk Producers' Association have been formed in any county, a county branch may be organized. It shall include within its jurisdiction all the local branches within said county, except such as shall be more conveniently served by connection with some other county branch.

Section 2. The voting members of any county branch shall be the president of local branches and certain other members designated upon the following basis: The president shall represent the first 20 members in each local branch. Local branches may have an additional representative for each additional 20 members or major fraction thereof. Such voting members shall be designated by ballot by the members of each local branch at its annual meeting in January.

Section 3. It shall be the duty of each county branch to aid and encourage the local branches and to carry out the purposes of the New England Milk Producers' Association within its jurisdiction.

Section 4. Each County branch shall hold a meeting on or before the fifteenth day of February of each year for the election of officers and the designation of Association voting members.

Section 5. The officers of every county branch shall consist of a president and secretary-treasurer and such other officers and committees as the county branch shall determine.

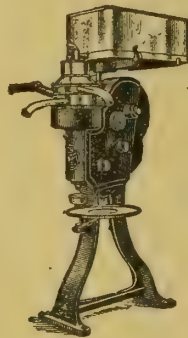
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In fact all supplies needed by
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Our facilities for equipping Creameries and Dairies with machinery and supplies are the best of any concern in New England.

VERMONT FARM MACHINE CO.
BELLows FALLS, VT.

Section 6. It shall be the duty of the county branches to make such reports to the Board of Directors of the Association as they may require, and to perform such other duties as are required by the branch regulations.

ARTICLE VII MARKET BRANCHES.

Section 1. Ten or more members of any local branch who sell their dairy products in any market other than Boston or New York may designate one voting member of the market branch, if any, bearing the name of the market in which their products are sold. If less than 10 members of any local branch sell their products in any market they may be classed with the members of the nearest local branch entitled to designate a voting member in the market branch as above, or they may consolidate with other local branches who sell their dairy products in any market other than Boston or New York, until the total number of members selling in that market shall be at least ten, when they shall be entitled to designate one voting member of the market branch, if any, bearing the name of the market in which their products are sold.

Section 2. The market branch shall consist of all the members of the Association who sell in its market, but only its voting members shall vote. It shall meet at least once each year in the market town where the products of its members are sold.

Section 3. Every market branch shall elect a president and secretary-treasurer, and an executive committee of four members, and such other officers and committees as its regulations may provide. The Board of Directors of the Association shall annually designate one person to be a voting member of each market branch and of the executive committee thereof.

Section 4. It shall be the duty of every market branch to carry out the purposes of the New England Milk Producers' Association in the market which it represents, and to secure for all members of the Association proper treatment in all matters pertaining to their interests in said market.

Section 5. Each market branch shall delegate one of its members to serve on a central marketing committee in conference with the Board of Directors which board shall have the final say as to all market matters. The central marketing committee shall meet when ever called together by the Board of Directors.

ARTICLE VIII THE ASSOCIATION.

Section 1. The voting membership of the New England Milk Producers' Association shall consist of the presidents of county branches, or their alternates designated by such presidents; provided that where it is not practical to form a county branch, local branches having a membership of not less than 200 may be allowed to designate one association voting member.

Section 2. The New England Milk Producers' Association may, at its annual meeting, frame, amend or repeal such regulations as the good of the Association may require. All regulations of local, county or market branches must conform to these by-laws and to the regulations adopted by the Association.

Section 3. The Association shall hold a meeting on the last Thursday of February in each year in the city of Boston, Mass., at such place and hour as its Board of Directors may determine, for the election of officers and the transaction of such other business as may properly come before it.

Section 4. The officers of the association shall consist of a president, a vice-president, a treasurer, a clerk and a Board of Directors. All but the president shall be elected at the annual meeting in February of each year. Vacancies shall be filled by the Board of Directors. All officers shall be elected by ballot.

Section 5. The Board of Direc-

tors shall consist of one member from each state, and three additional members, not more than one of whom shall be from any one state. The member of the Board of Directors from each State shall be suggested by the voting members of the Association from that state. The Clerk of the Association shall be ex-officio a member of its Board of Directors. The Board of Directors shall annually choose the president.

Section 6. The duties of the officers shall be as laid down in the regulations of the Association.

Section 7. Fifteen voting members of the Association shall constitute a quorum to do business. A majority of the members of the Board of Directors shall constitute a quorum.

Section 8. The Board of Directors shall act under the direction of the Association, and any powers vested in the Association may be delegated by it to the Board of Directors.

Section 9. The voting members of the Association from each state shall constitute a State Council for that State subject to control by the Association.

Section 10. The Board of Directors shall annually select from among their members an Executive Committee of the Board of Directors, who shall act under the direction of the Board of Directors and any power vested in the board of Directors may be delegated by it to the Executive Committee of the Board of Directors.

ARTICLE IX CERTIFICATES.

Section 1. The president and clerk of the Association shall issue certificates of authority to local, county and market branches organized in compliance with these by-laws and approved by the Board of Directors of the Association.

ARTICLE X FINANCE.

Section 1. The revenues of the Association shall be raised by such means as may be set forth in the regulations and the members shall be bound thereby, and twenty five cents of such revenues raised each year from each member shall be devoted to the payment of one year's subscription to the New England Dairyman.

ARTICLE XI AMENDMENTS AND REGULATIONS.

Section 1. Regulations not inconsistent with these by-laws may be adopted by the Association, and subject to the approval of the Board of Directors, by local, county and market branches. Amendments thereto may be made at any annual meeting or special meeting called for that purpose, due notice thereof having been given.

Section 2. These by-laws may be amended by a two-thirds vote at any meeting of the association.

On motion duly seconded it was unanimously

VOTED:—That the following regulations be adopted as the regulations of the Corporation.

REGULATIONS.

Section 1. Duties of Officers: The President of the New England Milk Producers' Association shall preside over all meetings of the Association and of the Board of Directors thereof. He shall sign all orders on the Treasurer and perform such duties as usually devolve upon a presiding officer or may be assigned him by the Association or its Board of Directors.

The Vice President shall perform all the duties of the President during the absence or disability of the President.

The Clerk shall keep an accurate record of all the proceedings of the Association and its Board of Directors; shall conduct the correspondence of the Association; notify its members of the time and place of all meetings; issue notices, bulletins or other matter authorized by the Board of Directors; have general charge of the business affairs of the Association under the direction of the Association or the Board of Directors thereof. He shall collect all money

EXTRAORDINARY OFFER!



Avery 8-16 Tractor

\$965 F. O. B. Factory Prompt Shipment

Before present higher prices went into effect, we secured a good stock of these splendid Tractors, and we want you to have one at the old price, which is much under the present market. We have them right in stock, so can give prompt shipment.

We also sell the only practical substantial Tractor selling under \$500.

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"Quality in Feed is Economy in Feeding"—

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UNION GRAINS

The First, the Purest, the Greatest
Dairy Ration ever made.

Manufactured only by

THE UBIKO MILLING COMPANY
Cincinnati, Ohio

Boston Office, 73 Tremont Street

due the Association and pay over the same to the Treasurer at least every thirty days. He shall file with the Board of Directors such bond as shall be required by them.

The Treasurer shall receive from the Clerk all money of the Association and pay out same upon order of the President countersigned by the Clerk. He shall file with the Board of Directors such bond as shall be required by them.

The Board of Directors shall have general charge of the Association; shall carry out its plans and purposes not otherwise provided for; shall fix salaries of the officers unless otherwise ordered by the Association; shall have charge of its property and general jurisdiction over all matters pertaining to its welfare.

The Association at its annual meeting shall elect two auditors who shall at the close of each year inspect the books and accounts of the Secretary and Treasurer and report thereon at the next annual meeting.

Section 2. Financial affairs. The Association voting members of the Association shall receive from the Treasurer their actual expenses in attending its annual meeting or any duly called special meeting.

The Board of Directors shall receive the sum of \$3.00 per day and actual expenses for the time spent in the service of the Association.

The fee for membership in the New England Milk Producers' Association shall be \$1.00. The annual dues shall be at the rate of 1-2 of 1% of the value of dairy products produced by each member.

The Board of Directors shall have the right to assess the members for any sum not to exceed 15 c. per cow in addition to the annual dues in any one year.

The fees, dues and assessments shall be collected by the local branch or by the Association and 25% of the dues collected from each member shall be paid to the treasurer of the local branch to which the member belongs.

The financial year shall end December 31st of each year.

Section 3. The Board of Directors shall have the right to authorize any member to sell dairy products in any market.

"NEW YORKER"

ENDORSES N. E. M. P. A. PLANS.

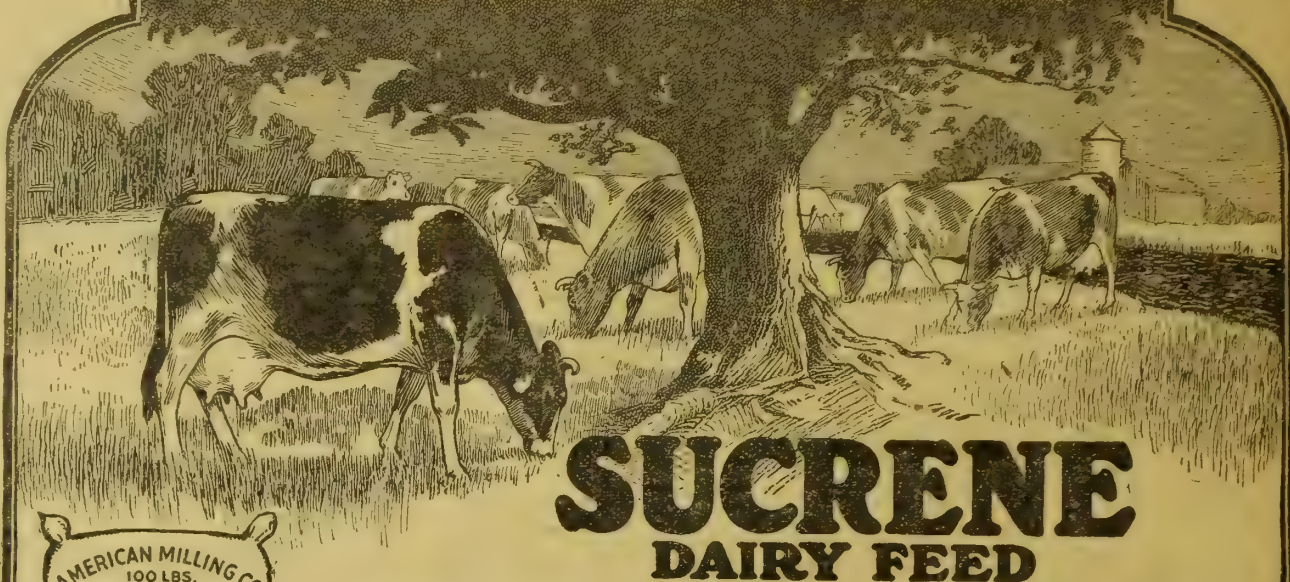
The Rural New Yorker of May 4 in discussing the New York milk situation aptly describes New England conditions and suggests the very remedy already proposed, endorsed and entered upon by the NEMPA. We gladly reprint the article. Substitute the word Association for "League" and see what an unexpected endorsement we have from this great farm paper.

SELLING MILK.

The principal need of the League is a business organization to sell milk and increase the consumption of it. This work should not be undertaken by an inexperienced officer elected at a general meeting. The members at general meeting should elect a chairman of the executive committee, and this committee should hire the best man it could find to run the sales department. He should have authority to hire and dismiss his own help and fix its compensation. It will be his duty to find ways to increase the consumption of milk and milk products. He will have supplies of milk and milk products available in a city plant and see that they are economically distributed in every nook and corner of the city. He will see that milk is sold by the can or bottle or glass; and he will devise new ways to dis-

(Continued on page 9.)

Cows On Pasture Need Concentrates



SUCRENE DAIRY FEED

Materially Increases Summer Milk Yield

There is no question among experienced dairymen that, to maintain good cows at maximum, or even ordinary milk production, they must be fed according to their needs *all the year round*, and that pasture alone does not supply the need.

Cows on pasture alone go down rapidly when the drought comes and do not recover till the next freshening. Even when the grass is greenest, cows fed Sucrene Dairy Feed show a big increase in milk yield, all through the summer, and in case of drought it carries them through in fine bodily vigor and with a persistent milk flow which more than pays for the extra feed.

SUCRENE DAIRY FEED

Many Times Stronger Than the Best Pasture

In body maintaining and milk making nutrients. Farmers' Bulletin No. 22, U.S. Dept. of Agriculture, gives the following nutrients of some of the best pastures:

	Protein	Fat	Carbohydrates
Average Timothy	3.1%	1.2%	20.2%
Average Red Clover	4.4%	1.1%	13.5%
Average Alfalfa	4.8%	1.0%	12.3%
Average Blue Grass	4.1%	1.3%	17.6%
SUCRENE DAIRY FEED (Guaranteed Analysis)	16½%	3½%	46%

Sucrene Dairy Feed gives cows the variety of nutrients which they crave, enjoy and *must have* to insure capacity milk yield. Composed of the following materials—all carefully selected and of highest quality: Molasses, cottonseed meal, corn gluten feed, ground and bolted grain screenings, corn distillers' dried grains and solubles, clipped oat by-product, palm kernel meal and small percentages of calcium carbonate and salt. The use of cane molasses in proper proportion with the variety of grain and meal nutrients, gives Sucrene Dairy Feed a higher degree of palatability and digestibility than ordinary rations—a health promoting quality which shows itself in the greater vigor and continuous productiveness of your cows.

Our method of mixing the molasses, after heating it to 120 degrees, makes a mealy feed, not sticky—does not sour in hot weather.

Put up in 100 pound sacks—every sack guaranteed uniform high quality. Try it this summer. You'll find it pays in better health of your cows and in more milk, not only for the time being, but all through the year. Order a ton from your dealer. If he does not handle it write us his name and we will see that you are supplied.

Fill out and mail us the coupon for full information and for literature on care and feeding of live stock. Check the feeds in which you are interested.

AMERICAN MILLING COMPANY Department 45
PEORIA, ILL.
(Sucrene Feeds for All Farm Animals—17 Years the Standard)

AMERICAN MILLING CO., Dept. 45 Peoria, Ill.

Please send me illustrated literature on feeds checked below:

- ☐ Sucrene Dairy Feed
- ☐ Sucrene Calf Meal
- ☐ Sucrene Hog Meal
- ☐ Sucrene Poultry Mash
- ☐ Amco Fat Maker for steers
- ☐ Amco Dairy Feed 25% Protein

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My Name.....

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Cows
MAKE COWS
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with the assistance of an Ideal Silo, in which you always find economy, convenience, strength, simplicity and sweet wholesome ensilage. The Ideal Lasts and Lasts.

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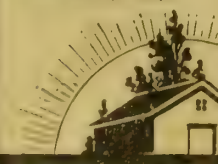
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GREEN MOUNTAIN SILOS

are built for the man who knows quality. Staves dipped in creosote preservative; bound by extra strong hoops. Safe-like doors keep silage sweet. Anchorage system prevents blowing over.

Write for folder. Order early and save money.
THE CREAMERY PACKAGE MFG. CO.
384 West St., Rutland, Vt.



TOP QUALITY



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The Best **BEDDING** For Cows
ABSORBENT, SANITARY, CHEAP
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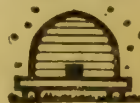
NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.



Wise Bees Save Honey—Wise Folks Save Money

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Begins

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Interest
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Save in haste and rejoice at leisure.

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK

Incorporated 1889

75 Tremont Street, Boston, Mass.

25% to 58% Faster Than Other Milkers!

—proven by Government tests, and mighty important because of the well-known fact that fast milking increases milk yields. The

SHARPLES MILKER

is the only milker using compressed air (broadly patented) which firmly massages the teats after each suck. Other milkers simply let the outside air into the teat cup—Sharples patents do not permit them to give full relief to the teat. Used on over 500,000 cows daily. Write for catalog today; address Dept. 37.

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Separator
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Separators
—Over a million
Users.
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Super-
Clarifiers
—Get all the
sediment and
insure clean
milk.



Branches: Chicago San Francisco Toronto

Mik Producers ATTENTION!

Produce absolutely clean milk by using

Dr. Clark Purity Milk Strainer

the invention of a MILK INSPECTOR, it is simple durable inexpensive, no strainer cloths to wash, will never wear out.

Bacteria count reduced 75% or more.

No milk rejected on account of sediment, and will always pass the inspector. Over 4 million quarts of milk are strained through the Purity Strainer daily.

Endorsed

by Agricultural Colleges, Dairy and Food Commissioners, and thousands of dairymen. We

Guarantee

this strainer to remove EVERY LAST BIT of sediment, and to remove sediment which NO OTHER STRAINER will. Send today, now, at once, for further particulars, and a yard of testimonials.

H. C. SOULE
ORCHARD VIEW FARM
CANTON, MAINE
New England Distributor

NOTICE

Has your horse a blemish, or any disease of the feet? We authorize dealers to refund your money if a \$1.00 bottle of Morrison's Old English Liniment fails to cure. We also guarantee a 50-cent bottle to prove satisfactory. The James W. Foster Co., Manufacturers, Bath, N. H.

"NEW YORKER"

(Continued from page 8.)

tribute it cheaply and temptingly to the people of the city. He will have facilities to manufacture his daily surplus; and the products of New York State milk will be displayed wherever food is sold. He will find the cheapest and most efficient way to deliver milk; and he would standardize the exact cost of such distribution. He will allow dealers a fair profit only for their work, and producers and consumers will get the benefit of the saving. He will have no surplus bugaboo. When milk is plentiful he would sell it cheap to the consumer, and increase the use of it. When it is scarce he will increase the price to the farmer to encourage larger production.

Executive Oversight.

The business of the executive committee will be to see that he does these things; and if he does not to put a man in his place who will. The man big enough for the job will be cheap at any reasonable price. The right man will have an assistant coming on about as good as himself, and ready to take his place when needed. Big men are not afraid of losing their jobs.

Local Organization.

This business manager will have a strong local organization in every shipping center and flourishing farm-owned plants in every locality where they could be operated profitably. He will have a competent man in each place to inspect the milk and test for butter fat, and to see that the producer gets paid for the quantity and quality he delivered. He will see that butter and cheese are furnished producers at their shipping station from the factories within the League zone. No oleo will be sold to the members of this organization. He will have manufacturing plants located and operated in the territory where milk products will be manufactured in flush seasons to meet the demand for them at the proper time. He will develop the dairy business in the smaller cities of the State on the same plan.

Future Possibilities.

All this is coming. It is not far off. It must come. There is no other way to save the great dairy interests of the State of New York. Once successful, this plan will become general over the country. The consumption of milk will be multiplied. Dairy herds will restore the impoverished lands, and assets of the dairy farms will increase with the pride of the farmer in his profitable business.

Hard Work Needed.

All this will not come by magic. It will not come without trial and work and temporary disappointments. Someone will make sacrifices for it. But it will come. It is the logical, the sensible and the business thing to do. The interests of both producer and consumer demand it. Children must not starve and perish in the city while the dairy industry disappears in the country that selfish middlemen may grow fat.

Injured Teats Make Bad Milkers

Sore, cracked, chapped and injured teats are the most prevalent of cow troubles, and always cause a falling off in the flow of milk. Sore teats are irritable and often make the cow ruin her disposition.

BAG BALM is a wonderful healing, penetrating ointment, a sure quick cure for test wounds, chaps, leaky teats; also for caked and swollen udder. Sold in generous 50c boxes by feed dealers and druggists. Send for free booklet, "Dairy Wrinkles".

DAIRY ASSOCIATION CO.
Lyndonville, Vt.

BAG BALM
MADE BY THE
HOW-KURE PEOPLE

THE PUREBRED LIVE STOCK SALES COMPANY OF BRATTLEBORO, VERMONT, INC.

WILL HOLD THEIR FIRST CONSIGNMENT AUCTION SALE OF
70 HEAD OF CHOICE REGISTERED JERSEY CATTLE
AT BRATTLEBORO, VERMONT, TUESDAY, MAY 28TH
Consisting of animals of both sexes and all ages, from such well known breeders as:

W. R. Spann, Burr Oak Jersey Farm, Morristown, N. J.
Geo. T. Chaffee, Alfrecha Meadows, Rutland, Vt.
Miss A. J. Bronson, Brondale Farm, East Hardwick, Vt.
A. A. Dunklee & Son, Walnut Grove Dairy Farm, So. Vernon, Vt.
S. W. Bliss & Sons, Meadow Brook Farm, St. Albans, Vt.
Mark W. Potter, Homestead Hill Farm, Charlemont, Mass.
Hingham Stock Farm, Hingham, Mass.
J. H. Putnam, Greenfield, Mass.
F. W. Ayer, Ayredale Stock Farm, Bangor, Maine.
Wm. Pierre Mix, Schoharie, N. Y.
Rush Chellis & Son, Shugah Valley Farm, Claremont, N. H.
John C. Haartz, Albamont Farms, Campton & Thornton, N. H.

Whose standing is a guarantee of the quality of the cattle to be sold. Every animal over five months old tuberculin tested by approved State or Federal Veterinarians, and inspected by a competent veterinarian before being offered for sale, and any defects found will be stated. A beautiful automobile trip up the Connecticut Valley, good roads and an especially desirable time to see the country in all its glory.

SALE BEGINS AT 12 O'CLOCK, NOON. LUNCH BEFORE SALE
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Cows Want This Feed!

They Make More Money For You When They Get It Regularly

Cows go for International Special Dairy Feed. They will eat eagerly any ration containing it. For International is more than just chemically correct. It is palatable and digestible. Your cows will keep fat, sleek and healthy on

INTERNATIONAL SPECIAL DAIRY FEED

And because it's nourishing and health-giving—because they like it—your cows will give as high as two quarts more per day per cow. International Special Dairy Feed is guaranteed to increase the milk flow.

More milk means more money for you. Yet you get it at less expense, for International Special costs less than grains. Let your country have your corn and oats—sell them at the present record prices and feed International Special Dairy Feed. It is sold by good dealers everywhere. Write us direct if you cannot get it near you.

International Sugar Feed Co.
Minneapolis, Minn. Mills at Minneapolis and Memphis

Clean and Clear
as Water



Awarded
Gold Medal
Pan-Pac. Expo.

For Calf Scours

B-K treatment is saving many calves. Scouring calves indicate a germ infection that is likely to run through your entire herd with serious losses.

The loss of one calf is bad enough, but nothing compared to your loss when the infection spreads—as it will unless checked. Then your year's work in building up your herd is wasted—your profits lost.

Leading breeders testify that B-K stops scours. It is powerful in killing germs. When used internally B-K kills the germs in the mouth, throat and digestive tract, heals inflamed membranes, relieves irritation. B-K may be given freely in drinking water.

If your dealer does not have B-K, send us his name.

FREE BULLETINS: Send for complete information—"Special trial offer" and our calf bulletin No. 136.

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**MORE and
BETTER
MILK**

Better Health

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Ask your Druggist or Harness Man

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STOP

**ABORTING
CARGET
POOR MILK**

**A REAL HELP TO EVERY COW
and to her owner.**

Makes Profit Instead of Loss.

TEDDY SAYS ORGANIZE

Theodore Roosevelt in a message to the farmers of New England at a meeting in Springfield, Mass., May 1st, said:

"If the farmers of to-day don't adopt the resources of modern science and modern business, they can't hold their own in the world of to-day. Unorganized man under modern conditions cannot stand by himself, hold his own against his fellows who organize. And I think myself that the duty of organization is even more important than the duty of taking the advantage of modern scientific methods, important tho it is to take advantage of these methods.

He must do both of those things; he must learn to cooperate and then having learned those things he has got to remember that if he doesn't show the old-time qualities of honesty, of steadfastness, of power to work hard, of desire to live cleanly, that he will go down and will deserve to go down."

TESTS

The following correspondence is self-explanatory.

N. E. M. P. A.,
Boston, Mass.
Gentlemen:—

Do you make any provisions or do you have any facilities for testing the milk of members of the Association?

My milk man says my milk is below standard and I would like to have it tested by some disinterested party.

Since our cow test association went out of business last fall, I have no way of knowing how my milk stands.

Yours truly,

May 6, 1918.

Dear Sir:—

The NEMPA does not maintain facilities for testing milk. It would require a very considerable laboratory equipment and large operating cost. If tests were made for one member they must be available to all. With present dissatisfaction we would be deluged with test work. The difficulty of procuring accurate samples and the refusal of dealers to settle according to our tests would make it

Unicorn Dairy Ration

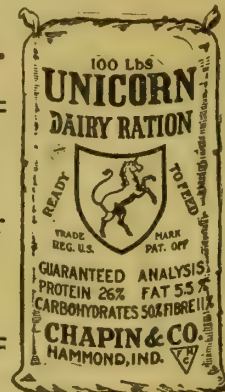


- ☞ Unicorn is preferred by a majority of the best breeders as their ration or ration base.
- ☞ Our chief difficulty has been to supply it fast enough under these abnormal conditions and heavy demands.
- ☞ 80% of all cows under official test in Wisconsin are eating Unicorn.
- ☞ A similarly large proportion of test cows in other states are fed Unicorn. Send for free copy of Cow Testers' Manual.
- ☞ The quality of Unicorn will always be maintained at its present high standard.

Chapin & Co.

131 State St.

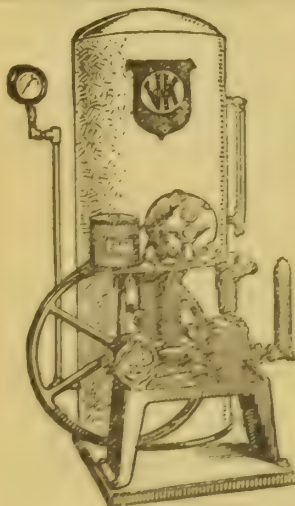
Dept. x Boston



A necessity for

successful dairying

Save Your Strength



For the important Farm and Dairy work which will become more pressing as the labor shortage develops.

A complete up-to-date **water system** will save time, trouble and make your home life more comfortable.

We will equip your place complete with either electric or gasoline driven pump with either direct pressure or open tank. Send us information covering your requirements, we will do the rest.

LUNT MOSS COMPANY
BOSTON

The Best Market Milk in
the World is

Holstein Milk

There is an increasing demand from the consuming public for Holstein milk. Medical experts in infant feeding agree that it is the most easily digestible, most nourishing and vitality building milk for infant feeding and for adult use.

Write for booklet, "The Story of
Holstein Milk"—it is free.



**THE HOLSTEIN-FRIESIAN
ASSOCIATION OF AMERICA**

Box 300

Battleboro, Vermont

useless to attempt such work at present.

Why did you give up your Cow Testing Association? It is, if properly managed, one of the most valuable things to maintain. Cannot you revive it?

The NEMPA believes that no testing systems will be satisfactory that is controlled by either buyer or seller of milk. There should be some plan by which milk should be tested by competent, disinterested parties. It will probably require the enactment of law in all the New England States to establish such a system. That is a slow and expensive process. It would require much work to educate law making bodies to the necessity for such acts, and it would be difficult to get uniformity between the states.

This, like almost all other questions, would be immensely simplified if the producers owned their own country concentrating, manufacturing and storage plants, where milk could be concentrated, tested and sold in lots to any market without the dealer running around among farmers sowing discord, discontent, distrust and disgust. The time should come, and that quickly, when the farmers will provide themselves with properly equipped facilities for marketing milk and other products. We are working toward that end and hope soon to announce a New England wide plan with respect to dairy products which will meet universal approval. Meantime we can only suggest the maintenance of local cow testing associations or the sending of samples to competent chemists with the understanding in advance that both producer and dealer will be bound by his report.

Yours truly,
RICHARD PATTEE,
Manager.

RP-MC

"Some of the dairymen are just beginning to sit up and take notice, now they know what you can do and have done.

"It seems to me that the NEMPA has advanced in great strides in the last year. It shows what organization with good management can do."

Sec. of a Maine local.



The Right Notion of Real Economy

Of course good pasture is good feed—it is unfortunate for the dairyman that there is not more of it than there is.

But pasture runs so high in water that it is physically impossible for the cow to eat enough of it to furnish the nutrients which good dairymen know well-managed cows must have.

There is no question but that the good-milking cow must have something besides grass if she is to go on year after year turning out milk and butter on a paying scale.

BUFFALO CORN GLUTEN FEED

Being pure corn—high in protein, carbohydrates and digestibility, and quite a bit cheaper per ton than corn—Buffalo is ideally suited for graining on pasture.

It will pay a man very well indeed to give four to eight pounds of Buffalo per cow daily, the amount best to feed depending on the condition of the pasture.

The chances are your feed dealer sells Buffalo. If not, write us for information and sample.

CORN PRODUCTS REFINING COMPANY
CHICAGO NEW YORK

Guernseys



What They Did at the Only Test Where All Dairy Breeds were Represented

In the Pan-American Model Dairy Breed Test the Guernseys won the prize for net profit in butter fat production, the prize for net profit in butter production, the highest average score on butter, the best rating for color and flavor of butter, the lowest cost per pound of butter produced, and the greatest return for \$1.00 invested in food. The best cow and three of the best five cows in the entire fifty in test were Guernseys. Write for full information.

American Guernsey Cattle Club
Box T Peterboro, N. H. (4)

A CENTURY OF SUCCESS

LADY POOR'S PURE PILE OINMENT

Brings prompt relief, also a great remedy for ECZEMA and all Skin Eruptions. At your Druggist or direct from us for 25 cents.

The James W. Foster Co.,
Manufacturers and Proprietors,
Bath, N. H.

Unadilla Silos Towers of Strength

Built to endure, they are air-tight, frost resisting and storm defying. Base and top anchors of steel cable hold the Silo erect, steady and secure on its foundation. Hoops are tightened in front where the Unadilla ladder is always safe and ready. Door frame can be adjusted to make air-tight contact with the doors. That's why Unadilla Silage is good to the last forkful—from top to bottom, from center to outer circumference. Before you buy, get a Unadilla Catalog—It's Free. Agents Wanted.

UNADILLA
SILO CO.

Box X
Unadilla, N. Y.
or
Des Moines, Ia.



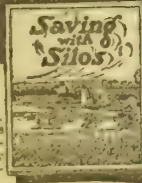
Don't blame your Cows— Get this Book—It's Free

It shows the way to make more money on your cows. Written by authorities on dairy feeding. Tells why the famous



**HARDER
SILOS**
are used by the U. S. Govt and thousands of successful dairymen. Write today and get this valuable book.

Harder Mfg. Co., Box 52 Cobleskill, N. Y.



SAVE HALF Your Paint Bills

BY USING **Ingersoll Paint**. PROVED BEST by 75 years' use. It will please you. The ONLY PAINT endorsed by the "GRANGE" for 43 years.

Made in all colors—for all purposes.

Get my **FREE DELIVERY** offer.

From Factory Direct to You at Wholesale Prices.

INGERSOLL PAINT BOOK—FREE

Tells all about Paint and Painting for Durability. Valuable information **FREE TO YOU** with Sample Cards. Write me. **DO IT NOW. I WILL SAVE YOU MONEY.** Oldest Ready Mixed Paint House in America—Estab. 1842. O. W. Ingersoll, 235 Plymouth St., Brooklyn, N. Y.

TANGLEFOOT



THE NON-POISONOUS
FLY DESTROYER

Safe Sanitary, Sure

Catches 50,000,000,000 flies each year

AT LAST—

Your Feed Problem Solved

You Can Now Feed Any Cow the Right Feed to Meet Her Individual Need

Dairy farmers and breeders have been urging us for some time, and particularly of late, to give them an ideal, high protein mixture to be used with SCHUMACHER FEED — the old reliable, ideal carbohydrate feed. They wanted a ration that would better meet the INDIVIDUAL NEEDS of their dairy cows—that would eliminate labor and guess-work of home-mixing—that had as great a variety in its protein content as we have in the variety of carbohydrates in SCHUMACHER FEED.

We are pleased to announce that after much scientific research, backed by exhaustive practical tests, we have produced a most remarkable, high protein feed in our BIG "Q" DAIRY RATION. It is as much superior to other protein mixtures as SCHUMACHER FEED is superior as a carbohydrate feed. In addition, by feeding these two feeds in combination, we have given to dairymen the most simple, easy-to-feed ration possible to compound—one that will not only produce exceptional results in the pail, maintain the best physical condition in their cows, but save a lot of time and labor and relieve them of all guess-work incident to mixing their own. With

SCHUMACHER FEED AND BIG "Q" DAIRY RATION

fed in combination, you can easily and quickly proportion the amount of protein and carbohydrate content to suit the individual requirements of all your cows. BIG "Q" DAIRY RATION is the result of new thought and new feeding knowledge, which have eliminated the shortcomings of old time feed formulas and feeding ideas. It is a result of extended actual tests in order to eliminate all guess-work as to results. It is first, last and all the time a quality feed, combining the five essentials of an ideal protein mixture, i. e., Palatability, Digestibility, Nutrition, Variety and Bulk. Its analysis shows digestible protein 18.5%; total digestible nutrients, 78%.

SCHUMACHER FEED needs no introduction. It has proved its merit time and again and has to its credit (fed with high protein concentrates) more world's champion milk and butter records than any other feed. It is a highly scientific combination of the by-products of corn, oats, barley and wheat, which give it that necessary variety of grains so important in either a protein feed or a carbohydrate feed. It is particularly Palatable, Nutritious, Digestible and furnishes vigorous Vitality for both physical stamina and heavy milk production.

Schumacher Feeding Plan Suggestions

To Dry Cows { 4 parts Schumacher Feed
1 part Big "Q" Dairy Ration

General Herd Ration with { 1 part Schumacher Feed
Ensilage or Roots { 1 part Big "Q" Dairy Ration

To Fresh Cows with Green Feed { 2 parts Schumacher Feed
1 part Big "Q" Dairy Ration

Test Ration { 1 part Schumacher Feed
2 parts Big "Q" Dairy Ration

(Increase Big "Q" Dairy Ration if cow can handle more protein without bad effects.)

You will find in these two wonderful result producing feeds, that ideal combination of a variety of proteins and variety of carbohydrates you have been wanting — looking for — wishing for — a long time. Go to your dealer, get a supply, and let your cows prove for you all and more than we are able to tell you in this advertisement.

The Quaker Oats Company Address Chicago, U.S.A.

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association

Volume 2. Number 3.

BOSTON, MASS., JUNE, 1918

50 Cents Per Year

MAY PRICES Announcement of Surplus Figures

STATEMENT BY DR. GILBERT, ADMINISTRATOR OF SURPLUS PLAN

The surplus plan recently put into operation by the New England Milk Commission has been in existence for over a month and the results for May are given herewith. The figures show that a large amount of milk was sold to the dealers which could not be sold as whole milk and was of necessity made into manufactured products. During the month of May, the four largest dealers selling milk in Boston purchased 35,288,181 pounds of milk from producers. Of this enormous amount approximately 12,500,000 pounds could not be sold as whole milk and was manufactured in butter, cheese, condensed, casein, etc. These manufactured products bring less money on the market than whole milk. The loss on 12½ million pounds of surplus milk was nearly \$200,000.

The dealers claim that it is necessary to retain their present patrons in order to be sure of ample milk in periods of least production. Their experiences of the past year seem to justify this contention.

One of the principal reasons for this loss is the fact that the amount of milk raised in the country is very uneven throughout the year. This should be changed. In the long run this would obviate much of this enormous loss.

A careful examination of the disposal of surplus shows that the dealers worked this into the products which would bring the highest market prices and which were within their facilities to handle.

It should be pointed out that an advertising campaign is being conducted in Boston to dispose of as much whole milk as possible. The dealers' sales during May indicate that this campaign is effective. The sale of milk is increasing in spite of its high price.

Total Deductions		Prices per Cwt. at Country R. R. Station			
	Per Cwt.	Hood	Whiting	Alden	Turner Center
Zone 1	.226c	\$3.329	\$3.309	\$3.369	\$3.349
2	.255	3.067	3.047	3.107	3.087
3	.40415	2.686	2.666	2.726	2.706
4	.43546	2.655	2.635	2.695	2.675
5	.46476	2.625	2.605	2.665	2.645
6	.49306	2.597	2.577	2.637	2.617
7	.51936	2.571	2.551	2.611	2.591
8	.54466	2.546	2.526	2.586	2.566
9	.56896	2.521	2.501	2.561	2.541
10	.59226	2.498	2.478	2.538	2.518
11	.61556	2.474	2.454	2.514	2.494
12	.63786	2.452	2.432	2.492	2.472
13	.66016	2.430	2.410	2.470	2.450
14	.68246	2.408	2.388	2.448	2.428
15	.70376	2.386	2.366	2.426	2.406

All prices are for 3.5% milk; 4c per cwt. variation for each point of test; 2.3c additional per cwt. where producer furnishes cans from farm to R. R. station.

This knowledge of the surplus problem brings the attention of producers and dealers as never before to the enormous volume of the surplus; the difference in the market prices of whole milk and its manufactured products; the necessity of teaching people to use more milk and most of all the absolute necessity of more uniform production throughout the year. It is interesting to note the fact that the loss on surplus handled by each of the larger dealers is approximately the same, as shown by the table below. The surplus plan provides that each dealer shall present to the Milk Administrator at the end of the month a sworn statement of the amount of milk purchased and the way that it was disposed of. From this information submitted under oath, it is easy to compute the percentage of whole milk and surplus milk sold and the loss on the latter. The plan, in reality, very simple although its wording seems complicated. This is because problems dealing with such an intricate business as the buying of milk cannot be put in simple language.

Below are figures for surplus and Boston prices per 100 pounds and per quart after the surplus losses have been deducted. They are given for the four largest dealers.

Surplus and Boston Price.			
	Surplus %	Boston 100 lbs.	Prices Qt.
Turner Centre	46.9	\$3.11	6.69c
Alden Bros.	38.1	3.13	6.74
H. P. Hood	32.1	3.09	6.64
D. Whiting	31.94	3.07	6.6

BONDED DEALERS IN N. H.

The State of New Hampshire requires purchasers of milk for shipment to points outside of New Hampshire to furnish a bond securing the purchase price of the milk. These bonds are filed with the State Department of Agriculture. On June 1st, 1918 the following dealers had filed the bonds required by the State of New Hampshire:

Austin H. Andrews, Watertown, Mass.
Chauncey W. Andrews, Waltham, Mass.
Frank E. Boyd, Everett, Mass.
C. Brigham Co., Cambridge, Mass.
David Buttrick, Arlington, Mass.
Hiram C. Bruce, Milford, Mass.
Robert M. Burnett, Southboro, Mass.
Jas. F. Cashin, So. Boston, Mass.
H. P. Hood & Sons, Boston, Mass.
Lyndonville Cry. Assn., Lyndonville, Vt.
Mohawk Dairy Company, Boston, Mass.
Plymouth Creamery Co., Boston, Mass.
Turner Ctr. Dairy Assn., Auburn, Me.
Benj. E. Sanborn, Leavitts Hill, N. H.
J. R. Whipple, Boston, Mass.
D. Whiting & Sons, Boston, Mass.

ADVERTISING HAS BEGUN

Publicity Program of N.
E. M. P. A. Launched

DEALERS CONTRIBUTE TO FUND

FOOD ADMINISTRATION CO-OPERATES

A campaign of publicity is being made in Boston to encourage the use of milk. A fund for the purpose was raised in April. The NEMPA contributed \$2500. The total amount raised exceeded \$10,000, the balance being given by the milk dealers. A committee of three, Dr. N. C. Davis of the Hood Company, representing the dealers, Dr. A. W. Gilbert, Secretary of the Regional Milk Commission, and Richard Pattee, Manager of the NEMPA, was selected to expend this fund.

The campaign consists in :-

First, Newspaper advertising covering the Boston dailies.

Second, A poster campaign covering stores, hotels, restaurants and street cars.

Third, The distribution of literature through women's clubs and similar organizations and by drivers of milk wagons.

Fourth, Public addresses and demonstrations.

On page three of the Dairyman we reproduce some of the newspaper advertisements. These ads. are run in the Herald, Globe, Post, American, Transcript, Record, Traveler and Christian Science Monitor, appearing one day in each paper, each week. It will be noticed that all of the advertising and other publicity is being issued over the name of H. B. Endicott, State and Federal Administrator. Mr. Endicott's name carries with it great weight and confidence among the consumers and his strongly urging the use of more milk brings sharply to public attention the double value of milk—as a cheap food and as a substitute for foods that must be shipped to our troops and Allies.

The newspaper advertising had to be signed by a responsible party charged with the payment therefor, in whole or in part, in order that the Food Administration might be relieved of the criticism of buying newspaper space to boost a particular industry. These ads. are therefore signed by the NEMPA as being the party in whom the public would have the greatest confidence. This newspaper campaign began early in May and will continue until the first of July.

At the beginning of the campaign letters signed by Mr. Endicott were

sent to all the drivers of milk wagons in Boston asking their co-operation in an endeavor to boost the sale of milk. Through these drivers the distribution of bottle hangers, and posters is being made.

A series of four large posters printed in colors signed by Mr. Endicott, showing the use and value of milk as a food is being distributed as above. Altogether 40,000 of these posters are being displayed.

Through the efforts of Dr. Gilbert the street cars of the Elevated and the Bay State Street Railway systems are carrying on the front and back ends large display signs as below:

USE MORE MILK

H. B. Endicott

Through this poster campaign the attention of hundreds of thousands of people is attracted and it is safe to say that there never was before any such effort to promote the sale of milk.

At the beginning of the campaign a letter was sent to all the school principals and teachers, to all the officers and members of women's clubs asking their co-operation. Literature was prepared with the endorsement of the Food Administration, showing the use of milk as a food. This literature was placed in the hands of more than 80,000 different people by a direct solicitation on

their part. Everybody to whom letters were sent was given a return card on which such person stated how much of this literature he, or she, would receive and distribute. To this the response was far beyond the expectation of any member of the Committee. No such distribution of literature calling attention to the desirability of milk in the diet has ever been made in Boston before.

A meeting of the teachers of Domestic Science and Home Economics was called and all teachers, who were in a position to use them, were furnished with lesson sheets on the value and use of milk for use in the

public schools. Various meetings of food committees and the like have been addressed by someone who discussed the necessity for increasing the use of dairy products.

Quite independent of this campaign, but in its work closely allied to it, the Federal Department of Agriculture and the Massachusetts State College are conducting a campaign for developing the use of skim milk by-products, especially cottage cheese and demonstrations are being held in Boston and surrounding cities.

Massachusetts Board of Food Administration

(A hole made through this circle and this card hung over the top of 800,000 milk bottles delivered at homes)

Massachusetts Board of Food Administration

(The reverse of the bottle hanger carries a recipe calling for milk. Four sets are used with different recipes, one each week)

Patent Applied for
HENRY DAVIS, Boston

INDIAN PUDDING

- 1 quart scalded milk
- $\frac{1}{3}$ cup molasses
- $\frac{1}{3}$ cup cornmeal
- 1 teaspoon salt

Pour the milk slowly on the meal and cook in double boiler for 15 minutes. Pour into a greased baking dish, and bake two hours or more in a slow oven. Good as a dessert served either hot or cold.

(Over)

Fluid Milk

"This helps build up the growing body and renew used-up parts. Don't leave milk out of your diet—it is most important. Buy at least a pint a day for every member of your family. No other food can take its place for children. Save on meat if you must, but don't skimp on milk."

H. B. ENDICOTT
State and Federal Food Administrator

Try the Recipe on the other side.

(Over)

We print herewith a fac-simile of the bottle hangers, 800,000 of which are being distributed by the milk teams of greater Boston. Each week, a different hanger is placed over the neck of every bottle delivered to the family trade. On the front of each hanger is printed a statement from the Food Administration, calling attention to the value of milk and on the back of the hanger is a receipt which calls for the use of a liberal amount of milk.

Arrangements were made with the principals of many of the high schools for a short address before the school by someone connected with the dairy industry. Several leading dairymen whose experience qualifies them to speak interestingly and intelligently have been called on to assist in this work. In this way many thousand children have been reached by the message "Use More Milk."

Meetings of other sorts have been held at which the milk situation was discussed.

(Continued on page 9.)

CO-OPERATIVE BUYING

GET BUSY.

The Eastern States Farmers Exchange calls our attention to the present low prices prevailing on the grain market and furnishes us with their latest quotation at the time of going to press. These prices are on car lots and show us what farmers are paying for their feeds when they club their orders and buy through the Exchange. Every President of a local group of the NEMPA receives a copy of the quotations each week from the Eastern States Farmers Exchange and can answer your questions about buying in this manner and tell you about prices.

If every local group would organize so that they could buy their supplies through this exchange, it would result in an annual saving of several million dollars to the dairymen of New England. And the greater the volume of business handled through this cooperative organization the more attractive the prices will become. If your section has not done any cooperative buying, get busy, write to Howard W. Selby, General Manager, Eastern States Farmers Exchange, Springfield, Mass.; tell him the requirements of your members and what you are having to pay locally and ask what you can save by placing your orders with the Exchange. As members of the NEMPA you are privileged to do business and enjoy any benefits from the Eastern States Farmers' Exchange.

Membership in the NEMPA is the best insurance policy you can carry on your dairy business. Sign the dues order on page 5, if you have not already done so.

MILK TROUBLE IN PROVIDENCE

At a meeting of Providence milk dealers and the Providence market committee of the NEMPA it was agreed in April to pay 8c per quart, the Boston price, for milk delivered in Providence during the month of April, to make such deductions for getting it from the country to Providence as a committee of dealers and producers should agree upon. F. C. Warner, county agent of New London county, Ct., G. A. Henry, chairman of the Providence market committee and Richard Pattee, were appointed to represent the producers and Messrs. Veile, Lester Burton and J. K. Whiting to represent the dealers. The committee failed to agree on the deductions but did agree to refer them to the regional milk commission for New England.

An undertaking to put this agreement in writing brought out objections on the part of the Providence dairy company. The Providence dairy company thereupon issued to its producers a letter in which they stated that they would pay their producers under the Boston surplus plan and schedule of deductions at the rate of 7½ cents per quart for May, 7½ cents per quart for June, delivered in Providence, with a premium of 4 cents per point for fat in excess of 3.5%. The notice closed with this statement "All patrons sending their milk after May 28 will be deemed to have accepted this contract."

The New England Milk producers' association promptly brought a bill of equity before the United States court for the district of Rhode Island asking that the Providence dairy company be restrained from putting into effect the above contract and that the whole matter of prices be referred to the federal milk commission for New England.

The matter was heard before Judge Brown, at Providence, May 28. Counsel for the Providence dairy company agreed that the base price for milk delivered in Providence for the months of April, May and June should

(Continued on page 10.)



USE MORE MILK

"Milk is one of the cheapest forms of animal food that money can buy. Milk is life to a baby. Give your children lots of it. Use plenty of milk in making bread, puddings, cottage cheese, custards and soups. Drink milk at every meal. Housewives should use more fluid milk to take the place of restricted food products required for our troops and allied countries. Let everybody resolve to Use More Milk."

HENRY B. ENDICOTT
State and Federal Food Administrator

New England Milk Producers' Association



I URGE You to Use MORE MILK

Because—milk will help to win the war.

Milk should be the first food in every child's diet—it is bone and flesh making and promotes greater growth. Never let your children out-grow the milk habit.

Use plenty of fluid milk in cooking puddings and custards. Serve milk bread. Milk will help you materially to reduce the cost of living. Use more milk because it takes the place of other foods needed for our fighting men and allies.

HENRY B. ENDICOTT
State and Federal Food Administrator

USE MORE MILK

New England Milk Producers Association

Start Your Children RIGHT!

Look at children who get tea or coffee instead of milk. Aren't most of them pale and sickly? You can't give youngsters too much milk. A quart a day for every child if possible. Milk builds bone and flesh and puts glow in the cheek:

"Use liquid milk a-plenty in cooking. Make milk bread. Serve milk instead of tea and coffee. A bigger milk consumption not only saves scarce, win-the-war foods; it also saves labor and keeps our railroads clear for piled-up freight."

HENRY B. ENDICOTT
State and Federal Food Administrator



USE MORE MILK

New England Milk Producers' Association

I URGE YOU TO HELP YOUR COUNTRY AND YOURSELF

The Government asks every patriotic American to cut down on wheat and meat. That doesn't mean that you have to stint yourself or family in nutritious food. Use more milk. Milk is extremely nutritious and economical—it supplies an abundance of bone and tissue building food elements. Use fluid milk liberally in cooking. Rice, Sago Tapioca and Bread Puddings, Custards, Chowders and Soups made with plenty of milk are very satisfying—especially for children. Eat milk bread. Serve milk at every meal. Milk is meat and drink. Use a quart of milk a day for every child, a pint for every adult.

HENRY B. ENDICOTT
State and Federal Food Administrator



USE MORE MILK

New England Milk Producers' Association

THE New England Dairyman

Published monthly by the New England
Milk Producers' Association

In Behalf of and for the Benefit of the
Members of the Organization

Subscription Price—50 cents per year

ADVERTISING RATES
10 cents per agate line, flat, 14 lines to the inch
One page (680 lines) \$68
Official Organ of the NEMPA

Publishing office, No. 26 Broad Street, Boston

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Walter B. Farmer

Entered as second-class matter, July 30,
1917, at the postoffice at Boston, Massachu-
setts, under the Act of March 3, 1879.

PERSONAL WORD

Last month I said I was going out among the farmers this summer and asked for information about meetings that I could attend. I have been invited to many meetings already, but I haven't had a chance to go. Mr. Chase, who has been with us since last August, has entered the employment of Uncle Sam and we are short a most useful man just when we most need one. We are trying to arrange for a competent man to take his place.

The hearings before the commission to fix prices for July, August and September will begin soon, if the commission is continued. It is some job to prepare for these hearings and a worse one to go through them.

The surplus plan is still on trial and I want to know something about its actual work before going out among the farmers. I want also to prepare some charts and figures that show the plans for development which we have in mind. All these things with the job of breaking in a new man make it look like middle July before I can get away very much.

I am tempted to buy a car and travel over the road. It wouldn't cost much if any more than train travel and I could cover more ground and meet more people. But I wonder if producers would criticize my going that way. Would they say "Pattee is riding around at our expense?" I'd like to know how producers feel about it.

I wish every member of the Association would spend a day at the office. It is a busy place with six people working every minute. We ought to have more help. We ought especially to have several district managers to handle outside markets. The trouble is to find the right men and the money to pay them. Our financial condition grows better every day and an early settlement with locals for their share of the dues is planned. The organization grows steadily. Very

few have withdrawn and about 1000 have joined since Jan. 1. Altogether things are in splendid shape and very promising. All that is needed is for the members who joined on the cow dues plan to shift to the percentage basis and for those not enrolled to become members. We must work together to perfect our organization. I will do all I can and if every member will do his part we will be in as good shape as could be possible. Perfection cannot be had this side of Paradise and judging from those I've met the chances of the dairymen getting there are good, if patience, long suffering and charity count. So I'll hope to meet a lot of you this summer and all of you "over there". And luck to you and the rest of the good fellows until we meet.

THE MILK COMMISSION

The New England Regional Milk Commission goes out of existence July 1st. The dairy industry of New England is mightily concerned with the future of the New England Regional Milk Commission. At this writing it is understood that the dealers are arranging to ask that the Commission continue its operations under a revised warrant of authority. The NEMPA will consent to the continuance of the Commission under such a warrant as will fully protect the interests of the dairymen.

It must be distinctly understood that if the Commission is to continue after July 1st the dealers who operate under it must be bound in such wise that there is no escape or evasion from its findings. We do not care to continue the present unpleasant situation under which, at least one of the largest dealers has refused to live up to the Commission's findings and has delayed the adjustment of the difficulties arising, though such adjustment has been ordered repeatedly by the Commission.

In the beginning three commissions of this character were appointed, one at Chicago, another at New York and our own. The Chicago Commission practically ceased to exist before it began. It conducted an elaborate investigation but its findings were so unfair to the producers that they declined to accept and a rehearing was had. The second findings of the Commission were not acceptable to the dealers and the differences were finally patched up by Judge Lamb of the National Food Administration, as a compromise between the producers and the dealers. On June 10th under the guidance of Judge Lamb a meeting was held in Chicago at which the producers and dealers began negotiations for prices during the coming months. The outcome is not yet known.

The New York Commission after hearings announced prices on the month to month basis, which were satisfactory to the producers in January and February. Much of the New York Milk is used for condensing purposes. When the price on condensed went to pieces in February pressure was brought to bear to materially reduce the price of milk. The findings of the Commission for March and April were not satisfac-

tory to the producer and still less so to many dealers. Several of the larger dealers withdrew from the agreement to abide by the decisions of the Commission and the Dairymen's League made a separate trade with such dealers. The Commission then refused to find any price for the producers but did establish prices at which the dealers should sell milk to the public.

The foregoing will give some idea of the confusion which exists in the milk situation throughout the country. There is now in the air a movement for the establishment of a National Commission which shall take evidence as to the cost of production in the different sections of the country, establish a set of differentials, and award a general price for milk which shall vary in localities according to the differential established.

The New England Milk Producers' Association has taken no stand in this matter. It is the opinion of many that New England would suffer under this arrangement. We are not troubled to any great extent with the condensing problem. While it is true that there is much milk in New England which is not absorbed as market milk, most of such milk is so situated that it can become available as market milk only after costly and slow re-arrangement.

Under all the circumstances we believe that the Regional Milk Commission which we have now is the best arrangement possible for New England. We do not want a new set of men to be educated in this problem. We do not want to be joined with the country which presents a very difficult problem and we do not want to be shunted off down to Washington to tell our troubles to men whose interest is not centered in this section. We believe that the present Commission has been of great service in establishing a reasonably satisfactory price and creating confidence among consumers, which has helped the sale of milk.

We do not agree entirely with its findings but we believe it has done the best it knew how, conscientiously and with an intent to promote the best interests of the business from every angle. We can ill afford to lose the services of such a body, and we can less afford to substitute a foreign tribunal like that suggested.

BEFORE YOU SLEEP

The N. E. M. P. A. has put millions of dollars into the pockets of the dairymen of New England within a year. No movement among farmers has helped them financially as much in so short a time. Every town and hamlet has seen milk prices rise following the big city markets. Every cow owner should be a member. The farmers' interests won't look after themselves and no one will look after them except the farmers. One man or one group of men can't do it all. There are a few men who are willing to take all the benefits without paying any of the costs. That sort of man would allow the Germans to win the war rather than do his part. There is no way to reach him, he is too small

and mean to deserve any attention. He knows and his family knows and his neighbors know just what sort of fellow he is. He don't feel real good to think how contemptible he is in the eyes of the community. Let's forget him. He isn't worth thinking about.

But there are many others, willing and fair minded, who have waited to see whether the N. E. M. P. A. really would amount to anything. These surely must be convinced by this time. All that is needed to enroll them is to reach them. We cannot hire organizers to go after them. The officers of locals are supposed to do it. Why not the president and secretary of each local get together and go over the list of non-members in each community and plan to see every man? There are still some who joined under the cow-dues plan who have not sent in orders on their dealers or secretaries for dues. We have sent order cards to all such, asking that they sign and forward them. If they have not done so it is probably neglect. Let every man sign the card to do his share. Then all will bear the expense evenly, according to the amount of milk produced and the Association be provided with funds to carry on the work which must be done to protect and promote the business. The Eastern States Agricultural movement says: "Support the N. E. M. P. A.," the Boston Chamber of Commerce through its Committee of Agriculture says, "Support the N. E. M. P. A." All the agricultural papers say, "Support the N. E. M. P. A." The county agents, the grange and other farm workers say, "Support the N. E. M. P. A." The bankers, business men, professional men, everybody everywhere says, "Support the N. E. M. P. A." It ought to be easy to get farmers to support the N. E. M. P. A. They will. We are sure all that is necessary is to reach them. **This has reached you.** If you haven't joined or sent in your order do it before you sleep. Let's get together and work together for better things. **DO IT NOW.**

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

Of The New England Dairyman, published monthly, at Boston, Mass., for April 1, 1918.

1. That the names and addresses of the publisher, editor, managing editor, and business manager are: Publisher, New England Milk Producers' Association, 26 Broad St., Boston, Mass.; Editor, H. F. Kendall, 26 Broad St., Boston, Mass.; Managing Editor, Richard Pattee, 26 Broad St., Boston, Mass.; Business Manager, Richard Pattee, 26 Broad St., Boston, Mass.

2. That the owners are: New England Milk Producers' Association, 26 Broad St., Boston, Mass.; Frank W. Clark, President, Williston, Vt.; Roger Sherman Hoar, Treasurer, Concord, Mass.; Richard Pattee, Manager, Laconia, N. H.

3. Bondholders, mortgagees, and other security holders: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

H. F. KENDALL, Editor.
Sworn to and subscribed before me this 13th day of April, 1918.

(Seal.)

ALBERT P. WORTHEN,
Notary Public.
(My commission expires July 12, 1923.)

DEALER'S RECORD

Below is the form on which dealers are required to report the disposition of the milk they buy.

This statement is to be filled out, executed and returned to the Milk Administrator, Room 167, State House, Boston, Mass., on or before the 10th day of the month, in accordance with Article VII of the surplus plan adopted by the New England Regional Milk Commission on May 7, 1918.

STATEMENT OR RETURN BY MILK DISTRIBUTORS UNDER THE SURPLUS PLAN

To the New England Regional Milk Commission,
State House, Boston, Mass.

Gentlemen:

The undersigned, of Boston, Mass.,
(Name of Firm or Corporation)

by virtue of an agreement with the New England Regional Milk Commission hereby makes and renders to you the following true and exact statement of account for the month of May, 1918, in accordance with the provisions of said agreement with the New England Regional Milk Commission.

- (1) Total quantity of milk in pounds purchased from producers.....
- (2) Total quantity of such milk sold as "whole milk" (see note).....
- (3) The average test of all milk purchased during the month.....
- (4) The number of pounds of cream made from surplus milk
and its average percentage of fat.....
- (5) Number of pounds of butter made from surplus milk.....
- (6) Total quantity of each manufactured by-product made from
the whole milk and skimmed milk of surplus milk (a) Cheese.....
Skim cheese.....
Pot cheese.....
(b) Condensed milk...
(c) Evaporated milk..
(d) Casein

(e) Skim milk sold as
such

(f)

(g)

(h)

Note: State carefully the market grades of the above products.

- (7) A summarized account of all purchases and sales expressed in pounds among dealers with names of said dealers:

Purchases (a)
(b)
(c)
(d)

Sales (a)
(b)
(c)
(d)

- (8) Inventory of all milk on hand at the end of the month.....

(Signed).....

by

President (or Treasurer)

AFFIDAVIT

State of)
County of) S.S.

I, of legal age, being duly sworn, depose and say that I am of the above-named company; that I have read and verified the foregoing statement and that the same is true, correct and exact in every particular; and that during the month for which said statement is rendered said milk distributing company, its officers and agents did strictly and without exception adhere to, and did not in any particular deviate or depart from the specifications of the above-named surplus plan.

(Signed).....

Sworn to and subscribed before me at
this day of 19

(Notarial Seal)

Notary Public.

Note: This should include milk which was purchased on the last day of the previous month.

IMPORTANT NOTICE

If you have changed dealers since you signed an order for dues you should cut out the order below, sign it and send to NEMPA, 26 Broad St., Boston, Mass. This must be done each time you change or your dues are not paid. If you never signed an order DO IT NOW.

CUT ON THIS LINE

ORDER

Date 191 ..

(Dealer)

To

.....

The undersigned member of the New England Milk Producers' Association hereby authorizes and directs you to deduct one-half of one per cent from the moneys due or to become due to him for all dairy products sold by him to you, and to pay over the amount so deducted by check to the said Association, at the time of each payment to him of the balance of said moneys. This order is to continue in force until revoked by him in writing.

Signature.....

Address.....

Stop-Look-Listen

The haying and harvesting season will soon be with us — you will undoubtedly either need new machines or repairs for the machines you have; therefore we beg of you to look over your equipment now and place your order for new machines or repairs at once, so you will have your equipment when it is needed — and not have the annoyance and expense of delay.

These machines we can furnish you either in Deering, McCormick or Osborne. These machines are well-known standard goods and carry our guarantee.

Please feel free to write us or call on our nearest local dealer.

DO NOT DELAY, BUT ATTEND TO THIS IMPORTANT MATTER NOW.

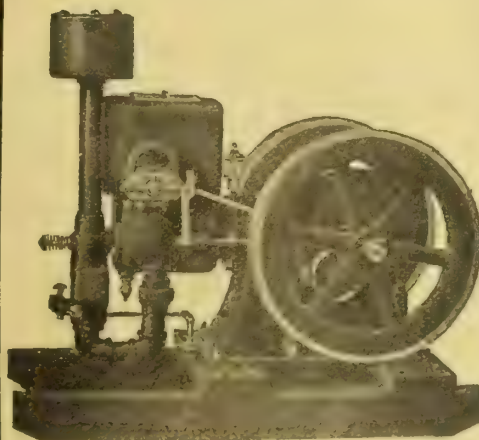
INTERNATIONAL HARVESTER COMPANY OF AMERICA

43 Somerville Ave., Somerville Sta.,

Boston, Mass.

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KEROSENE ENGINES

THE LATEST THING IN FARM ENGINES



Enclosed Crank Case, safe, clean, accessible. Long life and full power. Webster Oscillating Magneto, sure spark and no run down batteries to renew. Make and break ignition. Fuel Tank cast in base. Simple, effective governor. Uses Kerosene; low fuel cost and safer.

"The Engine with the trouble left out."

Specially adapted for Ensilage Cutting and all farm uses.
We will accept your order now for future delivery
Better to let the engine wait for you than for you to wait for the engine when your ensilage needs cutting.

Write us today for descriptive circulars and prices.

Charles J. Jager Co.

15 CUSTOM HOUSE STREET,

Tel. Main 3440

BOSTON, MASS.

SPREAD

The great cry of the dealers before the Regional Milk Commission is "Give us more spread." By "spread" is meant a greater difference between buying and selling prices.

It is impossible to make a systematic study and comparison of prices this year with last because before August 1917, there was no uniform buying system. One of the great works of the NEMPA was in bringing about a system whereby milk of the same quality brought the same price in Boston no matter where it came from.

The figures given last month showed an increased spread of practically 1c per quart on milk delivered to family trade. Testimony at the recent hearing shows two thirds of the Boston milk supply handled on the wholesale basis. Hotels, restaurants, soda fountains, saloons and other places purchase milk by the can.

There were varying can prices last year. Turner Center prices, we believe, are fair to use as a basis of comparison. Taking the same places as used last month for illustration, assuming Hood got same wholesale prices that Turner Center got, we find:—

SPREAD ON NEWPORT, Vt. Milk Sold Wholesale.

April 1917 Price dealer got.....\$3.50
April 1917 Paid farmer..... 1.95

Spread, farmer to can purchaser \$1.55
April 1918, Price dealer got.... 5.47
April 1918, Paid farmer..... 3.07

Spread, farmer to can purchaser \$2.40
Spread, per cwt. 1918..... 2.40
Spread, per cwt. 1917..... 1.55

Increase 1918 over 1917.....\$.85
Or 1.8c per quart.

SPREAD ON THETFORD, VT. Milk Sold Wholesale.

April 1917, Price dealer got.....\$3.50
April 1917, Paid to farmer..... 2.10

Spread, farmer to can purchaser \$1.40
April 1918, Price dealer got..... 5.47
April 1918, Paid to farmer..... 3.14

Spread, farmer to can purchaser \$2.33
Spread, per cwt. 1918..... 2.33
Spread, per cwt. 1917..... 1.40

Increase, 1918 over 1917.....\$.95
Or 2c per quart

SPREAD ON 61-80 MILE ZONE. "Old Line Territory."

April 1917, Price dealer got.....\$3.50
Paid farmer..... 2.134

Spread, farmer to can purchaser \$1.366
April 1918, Price dealer got.... 5.47
Paid farmer..... 3.25

Spread per cwt. 1918.....2.220
Spread per cwt. 1917..... 1.366

Increase, 1918 over 1917.....\$.854
Or 1.8c per quart.

SURPLUS

In this issue of the Dairyman we present the figures and the statement of the Milk Administrator, Dr. A. W. Gilbert. These figures show that there was approximately 35% surplus furnished to the Boston dealers during May from the same dairies which will be necessary to furnish what they actually need during the fall months. Farmers will no doubt complain of the low price established by the surplus arrangement. There is no doubt that a better price must be had than that of May and June in order that the industry may live and prosper. It is too bad that during the fall months the supply drops off to such an ex-

ONE VITAL ISSUE

to be considered with the approach of summer is the matter of sanitary cleanliness. This subject involves both the question of good health and the saving of our food supply.

In order to run no chances thousands of dairymen have prepared in advance of the hot season by selecting



as their cleaning material. They wish to be absolutely sure of the purity of their product during the coming summer months, and they appreciate as never before that a little loss in the quality of their product represents a large money loss.

Ask your regular supply man to fill your orders for this cleaner. It

Indian in Circle



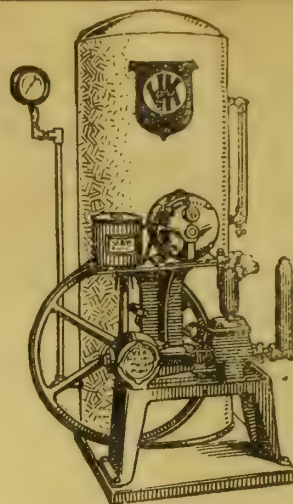
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Save Your Strength

For the important Farm and Dairy work which will become more pressing as the labor shortage develops.

A complete up-to-date water system will save time, trouble and make your home life more comfortable.

We will equip your place complete with either electric or gasoline driven pump with either direct pressure or open tank. Send us information covering your requirements, we will do the rest.

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BOSTON

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his consultation fee, you follow his advice, don't you?

So do your customers.

They take the advice of their physicians. Medical experts in infant feeding agree that

HOLSTEIN MILK

is the most easily digestible, most nourishing and vitality building milk. They are constantly advising its use for infant feeding and adult use.

The careful mother is specifying "Holstein Milk." There is constantly increasing demand for it.

Write for booklet "The Story of Holstein Milk"—it is free.



THE HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA

Box 300

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Don't blame your Cows—Get this Book—It's Free

It shows the way to make more money on your cows. Written by authorities on dairy feeding. Tells why the famous



HARDER SILOS

are used by the U. S. Govt and thousands of successful dairy men. Write today and get this valuable book.



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BY USING Ingersoll Paint. PROVED BEST by 75 years' use. It will please you. The ONLY PAINT endorsed by "GRANGE" for 43 years.

Made in all colors—for all purposes. Get my FREE DELIVERY offer. From Factory Direct to You at Wholesale Prices.

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Tells all about Paint and Painting for Durability. Valuable information FREE TO YOU with Sample Cards. Write me. DO IT NOW. I WILL SAVE YOU MONEY. Oldest Ready Mixed Paint House in America—Estab. 1842. O. W. Ingersoll, 235 Plymouth St., Brooklyn, N. Y.

Ninety Million Dishes

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DESSERT
and
ICE CREAM
made in 1917 with

JUNKET and NESNAH

prove we are
BOOSTING
the
USE OF MILK

DAIRYMEN
CAN HELP BY
ENCOURAGING
the use of
Junket Tablets
and
Nesnah

at home
and abroad

made only by
CHR. HANSEN'S
LABORATORY
Little Falls, N. Y.

Geo. D. Moulton
Agt.

51 Oliver St., Boston

send for samples
and circulars.

tent that the dealers have to scurry around to get sufficient dairies and then during the spring months those dairies produce such an over supply that the price falls below the cost.

The dealers claim they have done every possible thing to induce the farmers to equalize production. If production were equalized a larger amount could be received for the years production of milk. The trouble with the present system is that when milk is high we make the least of it and when it is low we make the most of it. If we want the best prices we must find some way of correcting this situation.

Whiting claims that the N. E. M. P. A. can do more in one year than his concern has been able to do in fifty. The disclosure of the actual situation through the surplus plan will go a long way toward convincing the farmers that production must be equalized. Heretofore we have had simply the statements of the dealers which statements were in themselves not only questionable but were largely guess work. When a certain amount of surplus existed some dealers would have a surplus while others were short. The dealer who was short would tell his producers there was no surplus and the dealer who had a surplus would make it appear as large as possible. There has been no way of telling what the situation actually was. Considering the market as a whole we now know and we can govern ourselves accordingly. It is apparent from the May returns that a systematic, persistent and intelligent effort towards the equalizing of production must be made. It is not too late to begin this year. The man who breeds his cows to freshen in the spring time must change that practice. It won't do for all to produce fall milk any more than for all to make spring milk. The tendency is to make milk when it can be made cheapest. Let's shift to making milk when milk sells dearest.

Have you changed dealers since signing a dues order? If you have your dues are not coming in. Cut out the order on page 5 and send it in. DO IT NOW.

GOOD MILK RECEIPTS.

From N. E. Homestead.

According to the Massachusetts board of railroad commissioners, the amount of milk received over the three lines of railway entering Boston for April was 11,736,990 quarts. This is about 100,000 quarts less than for the same month a year ago, but is a big increase over March receipts of this year. The figures for the past 12 months, together with receipts for comparative years, are given in the table herewith:

COMPARATIVE ANNUAL RECEIPTS				
(In quarts at Boston)				
	B & A	B & M	N H H	Total
1918				
Apr. 958,703	9,632,479	1,145,808	11,736,990	
1917				
Apr. 591,100	9,034,744	2,209,846	11,835,690	
1916				
Apr. 718,742	7,028,386	1,669,509	9,416,637	
Receipts year ending Apr., 1918	...	138,258,844		
Receipts year ending Apr., 1917	...	130,272,793		
Receipts year ending Apr., 1916	...	111,412,318		
MONTHLY RECEIPTS AT BOSTON, QTS.				
	B & A	B & M	N H H	Total
April 958,703	9,632,479	1,145,808	11,736,990	
March 735,264	9,355,322	1,284,967	11,375,553	
Feb. 560,309	7,730,373	1,235,391	9,472,073	
Jan. 636,100	8,683,326	1,038,774	10,358,200	
Dec. 655,090	8,273,135	1,468,839	10,397,064	
Nov. 843,000	7,999,098	1,519,686	10,361,784	
Oct. 830,722	8,720,943	1,573,222	11,124,887	
Sept. 680,751	8,904,196	1,426,987	10,911,934	
Aug. 479,442	10,803,754	1,680,669	12,963,865	
July 698,088	11,086,532	1,910,079	13,724,699	
June 671,883	10,688,754	2,115,703	13,479,440	
May 574,316	9,789,987	1,991,152	12,355,455	

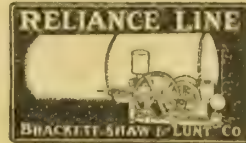
Buy Thrift Stamps to help the U. S. A. and sign your dues order for the NEMPA. Both will help win the war. Milk is a valuable food. Insure its adequate production by supporting the NEMPA. It will not continue to be produced at a loss. Back up the Association and get a living price.

WATER SYSTEMS

Immediate Delivery

For Farms, Homes, Villages, Bungalows

Let us make you an estimate—it costs nothing



A Quality Water System

For Country Home, Farm, Dairy,
Bungalow or Village

COSTS LESS THAN YOU THINK
GET OUR PRICES

Have running water, where you want it, when you want it, without annoyance or mechanical troubles!

Abundant Water for kitchen, bath laundry, lawn hose, garden, farm stock—water anywhere, anytime.

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"Quality in Feed is Economy in Feeding"—

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THE UBIKO MILLING COMPANY

Cincinnati, Ohio

Boston Office, 73 Tremont Street

MUST SAVE DAIRY COWS, SAYS
HOOVER

The dairy herds of the country must be maintained at their full strength for the benefit not only of the generation now engaged in war but for the future generations as well the children who will suffer if the herds are permitted to dwindle, Herbert C. Hoover, National Food Administrator, told New York dairymen at a conference in the dairy show in Grand Central Palace.

"Far beyond our domestic difficulties is our world duty," said Mr. Hoover. "Parallel with this enormous and continuing destruction in Europe we must build our food resources so as to stand ready for any demands upon us by our Allies. It is of no purpose to us to send millions of our best to France if we fail to maintain the strength of their men, women and children on our lines of communication."

U. S. World's Last Reservoir.

"After the war the time will come when we will need to replenish their herds from our own cattle. This United States is the last reservoir of men, the last reservoir of ships, the last reservoir of munitions and the last reservoir of food upon which the Allied world must depend if Germany is to be defeated and if we are to be free men."

"It therefore devolves upon us to maintain our present great potential strength in herds, for they cannot be re-established for many years if once lost. Not only must they be maintained as a guarantee to our allies but they will be vital in the world's regeneration."

"The day may yet come when the child life of the whole of Europe will be in the hands of an American dairyman."

Mr. Hoover had words of praise for the producing association, and said he was convinced that on their foundation would arise a better system of marketing. The great problem in the dairy business as in other food business is that of distribution, he said.

Must Cut Distribution Costs.

"Our consumers need relief from the present high priced levels of milk. This relief may partly come through cheaper feeds, but it appears to me it must be to a larger degree in reduced cost of distribution. It is a matter of vital importance to the health of the children of our poor. The enormous duplication and waste in present chaotic distribution methods need no detailed description from me."

"Here is a commodity in which, in New York, from 40 to 60 per cent. of the price is absorbed in distribution. I can see but one remedy that will save the position between all these vital interests and that is, complete reorganization of distribution methods."

"These are matters for local initiative. I do not believe in Federal paternalism. The interest of the Federal Government in these matters must extend no further than assistance to remedy of evils of national character through the incidence of a national war. The inspiration of such reorganization must come from the producer."

"The distribution of milk to our city population is just as vital as the distribution of water. To have ten independent water systems cumbering our streets would be no more chaotic than our present milk distribution."

Protect your dairy and your family by making the NEMPA stronger. Get every milk producer in.

LARROWE FEEDS
ARE GUARANTEED

Dairymen who have used LARROWE FEEDS need no other evidence of their superiority. The fact that LARROWE FEEDS are guaranteed assures dairymen that in these feeds they secure the very best results obtainable.

For years LARROWE FEEDS have been recognized among leading dairymen as

The Standard of Excellence

Avoid disappointment and the uncertainty of feeding a ration that is not backed by the guarantee of the manufacturer. Insist that your dealer supply you with LARROWE FEEDS—and you will solve your feeding problems. You take absolutely no risk—your dealer is authorized to refund your money if any of the LARROWE FEEDS fail to give you the results that we claim for them.

The Larrowe Milling Company

3902 Larrowe Bldg.

Detroit, Michigan

For Sale
at Leading
Feed Stores

WE FED YOUR COWS



Almost every high American record for fourteen years with any breed was made with our Ajax Flakes as an important base of the grain ration.

Unicorn Dairy Ration is the only feed that contains Ajax Flakes.

You can hardly find a pure blood whose maternal ancestors were not fed on Ajax Flakes or Unicorn Dairy Ration.

Unicorn is recognized as a safe, efficient and economical dairy feed.

Unicorn during the past year made more high records than any other brand of feed.

Unicorn really costs less per pound of milk or fat produced than other feeds.

Chapin & Co., Dept. 131 State St. Boston

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THE NON-POISONOUS
FLY DESTROYER
Safe Sanitary, Sure
Catches 50,000,000,000 flies each year



"DURO" Water Systems for Farms

A complete, motor-driven system supplying water under pressure for every household use.

Pumps from wells, cisterns, lakes, streams or springs. Starts and stops itself, requires no attention beyond a little oil now and then. Runs by current furnished from Power Stations or Farm Lighting Plants. Furnishes water for bath, kitchen, laundry, garden and stock. Simple in construction, inexpensive to install. Gives you a fresh drink from the well at the turn of a faucet, just like city service—write or call.

BURNETT-LARSH MFG. CO.

Boston Office, 110 Pearl Street

Tel. Fort Hill 4375

FRED W. GOLDTHWAIT, Mgr.

COUNTRY MILK STATIONS.

For some months the N. E. M. P. A. has been advocating farmer owned and operated country milk stations. In every utterance that has been made the words "system," "chain" or, the like have been coupled with the words "country stations." We have been criticised by those who have cited the horrible fate of the old fashioned country co-operative creamery. The isolated, independent small co-operative creamery, or milk station, is simply gathering together a small group of people to concentrate their selling power in competition with individuals or small groups of people in other sections. Such organizations only emphasize the disadvantages of individual competition. Little, if anything, is gained when groups of people assemble to fight each other over a situation in which the individuals fight each other separately. Both are destructive influences and the destructive force of an organization is greater than that of a mob. The thing to do is to organize co-operative milk stations so that such stations may co-operate with each other, may be a part of a general marketing system, and it was with this idea that the N. E. M. P. A. was organized and has been run from the start. It cannot continue simply as a bargaining organization. A satisfactory organization will only be had when it owns and operates its own marketing facilities.

"Owing to ill health I have been obliged to sell all my cows last July and have not sold any milk since. I will enclose a Dollar as I do not wish to be a slacker as I know the NEMPA has done and is doing a splendid work for the farmers. I surely wish to be a member." A member of a N. H. local.

If all farmers would show that spirit there would be no question of the success of the NEMPA in making dairying profitable.

MILK TROUBLE IN PROVIDENCE.

(Continued from page 2.)
be the same as that in Boston; 8 cents in April, 7 3-4 cents in May and 7 1-2 cents in June; that the deductions for April should be determined by the regional milk commission and that such deductions should continue during the months of May and June.

The court plainly stated that no producer who shipped after May 28 was bound to accept the price or conditions named by the Providence dairy company for milk shipped prior to that time and that any producer who shipped subsequent to May 28 might at any time decline to ship, as the agreement would be only binding for such milk as was shipped under it, subsequent to the 28th of May.

Under these conditions the difference between the demands of the NEMPA and the offer of the Providence dairy company could not be determined to be sufficient to give the court jurisdiction and the petition for an injunction was dismissed. The commission assigned Messrs. Moulton, Bird and O'Hare to adjust the Providence situation. A hearing was held in Providence, Friday, June 7, and an adjournment taken until later when evidence is to be submitted.

PROVIDENCE SITUATION ADJUSTED.

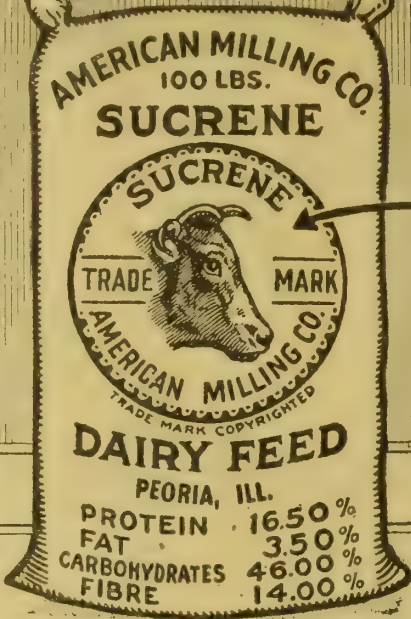
The committee of the Regional Milk Commission met in Providence, Wednesday, June 19th, to adjust the matter of deductions from the price of milk delivered in Providence.

At the suggestion of the committee the dealers and producers discussed their differences very candidly with a view to arriving at a settlement without official intervention of the Milk Commission. An agreement was reached and the committee of the Regional Milk Commission was fully satisfied.

(Continued on Page 11)

SUCRENE

DAIRY FEED FOR SUMMER FEEDING



Practical dairymen who are in the business for the money as well as for pleasure all agree that summer feeding of a balanced ration pays. Their experience proves that cows fed concentrates while on pasture are in more vigorous health and better producers—not only in summer, but all through the year.

Eight Cows Give 616 Gallons More Milk

A scientific feeding test of 22 weeks with 16 cows, cited by Prof. Henry in his book on "Feeds and Feeding," gave the following results:

8 cows on pasture with concentrates gave	22,624 pounds milk
8 cows on pasture without concentrates gave	17,698 pounds milk
Excess of milk in favor of lot No. 1	4,926 pounds milk

In addition to this the eight cows on pasture with concentrates gained in weight 166 pounds and maintained their excess milk yield all through the winter. Even the following summer when both herds were fed on pasture alone, those fed concentrates the previous summer gave 16% more milk than the others.

Summer Feeding of SUCRENE Dairy Feed Keeps Cows in Top-Notch Producing Condition

Sucrene Dairy Feed makes up the deficiency of pasture feeding, for sturdy body maintenance and greater milk yield. It is composed of a variety of materials having the very highest feeding qualities, including cottonseed meal, 42% protein and 34% fat and carbohydrates; corn gluten feed, 25% protein and 60% fat and carbohydrates; corn distillers' dried grains, 30% protein and 52% fat and carbohydrates; palm kernel meal, 18% protein and 52% fat and carbohydrates. The variety and high nutritive value of these materials, combined with oat clips and screenings for palatability and to aid digestion, place Sucrene Dairy Feed at the head of the list of all-year-round milk making rations.

Special method of heating and mixing the molasses makes Sucrene Dairy Feed mealy, easy to handle, not sticky. It will not sour in hot weather.

MAKE YOUR COWS PAY BETTER THIS SUMMER

Whether they are high bred or low bred, they'll prove to you that Sucrene Dairy Feed when fed with pasture is a very profitable investment. We make no claims for it which are not borne out by our own test feeds and by the experience of dairymen in every-day common sense feeding methods. We guarantee uniform high quality in every sack. We have dealers everywhere. Order a ton from your dealer. If he does not happen to have it write us his name and we will see that you are supplied. Write us for valuable illustrated literature on care and feeding of dairy cows and other live stock. Sent free on request. The coupon or a post card brings it to you.

AMERICAN MILLING COMPANY Dept. 45
PEORIA, ILL.

Biggest Producing Herd in Ohio

Jacob E. White, owner of Spring Grove Jersey Farm, Greenfield, Ohio, writes: "It has been so long since I did not feed Sucrene to my cows on pasture, or any other time, that I can not just say what the difference would be without it. When I look over my herd of 155 registered Jerseys and about the same number of calves, and know that they have been fed Sucrene all their lives, I can say I would not be without it, either summer or winter. My herd is said to be the heaviest milking herd of registered Jerseys in Ohio."

Sucrene Feeds for All Farm Animals—17 Years the Standard

AMERICAN MILLING CO., Dept. 45 Peoria, Ill.
Please send me illustrated literature on feeds checked below:

- ☐ Sucrene Dairy Feed
- ☐ Sucrene Calf Meal
- ☐ Sucrene Hog Meal
- ☐ Sucrene Poultry Mash
- ☐ Amco Fat Maker for steers
- ☐ Amco Dairy Feed 25% Protein

My Dealer's Name.....

P. O. State

My Name.....

P. O. State

Wise Bees Save Honey—Wise Folks Save Money

Interest Begins July 10
Interest Begins July 10



Learn how to save and you will soon learn how to succeed.

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK
Incorporated 1869
75 Tremont Street, Boston, Mass.

A CENTURY OF SUCCESS LADY POOR'S PURE PILE OINMENT

Brings prompt relief, also a great remedy for hemorrhoids and all skin eruptions. At Post-Druggists or direct from us for 25 cents.

The James W. Foster Co.,
Manufacturers and Proprietors,
Bath, N. H.

Easy to Erect

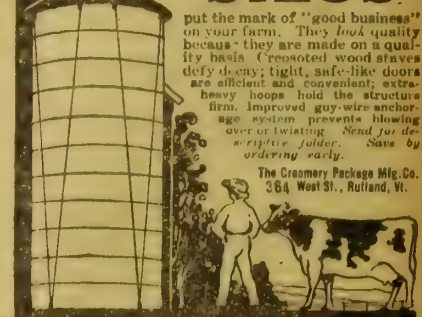
That the Unadilla Silo presents no building problem is proved again and again. Its simple parts go together quickly and easily. Any handy man with the aid of boy or woman can erect a Unadilla. Either conical or gambrel roof (with extra silage space) comes as regular equipment.

The price of a Unadilla is practically all you pay. No special, costly hired help needed. Heed the government's advice: order early. Send today for catalog, prices and Agency Offer.



Address Box X
UNADILLA SILO CO.
Unadilla, N. Y.
or Des Moines, Ia.

GREEN MOUNTAIN SILOS



put the mark of "good business" on your farm. They look quality because they are made on a quality basis. Pressed wood staves defy decay; tight, safe-like doors are efficient and convenient; extra heavy hoops hold the structure firm. Improved guy-wire anchorage system prevents blowing over or twisting. Send for descriptive folder. Save by ordering early.

The Creamery Package Mfg. Co.
364 West St., Rutland, Vt.

TOP QUALITY



BOTTOM PRICE

BALED SHAVINGS

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.



PIONEER
BALED SHAVINGS

1st. **STATION EXPENSE.** It was agreed that the dealers should not make any deduction for station expense except where station service was rendered. This practically limits the station expense to the absolute cost of operating the station at Willimantic, Ct., which is to be apportioned to the milk operated through that station. Dealers who have taken out station expenses without operating stations will return to their producers whatever deductions they have made since the first of April. The deduction for station expense is to be apportioned on a quarterly basis; the cost per quart for each three months being the deduction per quart for the following three months, this arrangement to continue through the calendar year.

2nd. **CANS.** The can cost is to be the actual cost of can service for handling milk delivered in Providence market. The same elements of cost which were included in the Boston can arrangement are to be included in determining the cost of Providence can service. The can cost is to be determined upon a quarterly basis similar to the station expense.

3rd. **"QUALITY BASIS".** Where milk is bought by weight and test the producers are to bear the expense of testing and accounting, whether it be made in the city or at the country milk station. Where milk is not bought on weight and test there will be no deduction for testing and accounting.

4th. **SURPLUS.** Any dealer who is equipped to handle all the milk his producers make and will account for it under the Boston surplus plan operates under that plan. Small dealers in Providence have been accustomed to return the surplus to their producers or to ask their producers not to ship. Under this practice no allowance for surplus will be made. Any dealer operating under the surplus plan must take and account for all milk his producers make, must pay the butter fat value for all the fat in such milk and pay for the skim milk all he gets out of it less the cost of operation. He must at least pay the casein price for skim milk even though he throws it in the sewer.

5th. **FREIGHT.** The producers and dealers were unable to agree on the freight deduction. The producers claiming a deduction that would represent the actual cost whether it was in car load or less than car load service, dealers claiming less than car load rate on the ground that they were obliged to ice, load and unload and care for car load shipments, which extra service offset the difference in rate and that the only difference in car load shipments was that the milk was handled in better condition. The parties being unable to agree this matter was referred to Mr. Bird in his individual capacity, and not in any wise as a member of the Regional Milk Commission, and producers and dealers agreed to abide by Mr. Bird's judgment. Mr. Bird ruled that deductions for railroad transportation should be made on a less than car load rate.

These arrangements will become effective April 1st except as to the surplus which will become effective May 1st. Settlements of claims for deductions not authorized under this arrangement will be made by the dealers during June. The failure of any dealer to settle according to this arrangement should be promptly reported to Mr. G. A. Henry, 226 Howard Building, Providence, R. I., Chairman of the Providence Marketing Committee.

"I would certainly be ashamed to continue to accept the very great benefits gained by the Association for the producers, without doing my part toward paying for them." Thus writes a N. H. member who doesn't intend to ride and let someone else pay his fare.



The Right Notion of Real Economy

Of course good pasture is good feed—it is unfortunate for the dairyman that there is not more of it than there is.

But pasture runs so high in water that it is physically impossible for the cow to eat enough of it to furnish the nutrients which good dairymen know well-managed cows must have.

There is no question but that the good-milking cow must have something besides grass if she is to go on year after year turning out milk and butter on a paying scale.

BUFFALO CORN GLUTEN FEED

Being pure corn—high in protein, carbohydrates and digestibility, and quite a bit cheaper per ton than corn—Buffalo is ideally suited for graining on pasture.

It will pay a man very well indeed to give four to eight pounds of Buffalo per cow daily, the amount best to feed depending on the condition of the pasture.

The chances are your feed dealer sells Buffalo. If not, write us for information and sample.

CORN PRODUCTS REFINING COMPANY
CHICAGO NEW YORK

IDEAL SILOS



Don't Keep Cows

MAKE COWS KEEP YOU

with the assistance of an Ideal Silo, in which you always find economy, convenience, strength, simplicity and sweet wholesome ensilage. The Ideal Lasts and Lasts and Lasts.

BENNETT BROS. CO.
Box 56 LOWELL, MASS.

SEND NO MONEY



Black or Tan
All Sizes

Note "Nature Shape" Last

BOSTON MAIL ORDER HOUSE

Beach and Albany Sts., Boston

SEND only the coupon, no money
That brings these splendid shoes, prepaid.

These NATIONAL SERVICE SHOES are such a splendid value that we will gladly send a pair to you. No Money in Advance. You will find them such a wonderful bargain that you will surely keep them. So don't hesitate. Just fill out and mail the coupon. Buy direct from the shoe market of America—know just what you are buying before you pay a penny. Act now, mail coupon today while special offer holds good.

GREAT SHOE OFFER

These splendid shoes are specially made for hard, rough work, and many dairymen think them without equal. Yet they are easy as velvet on tender feet. Special tanning excludes acid in manure, gasoline, etc. Dirt and waterproof tongue. These are powerfully built. They outwear 3 ordinary pairs of shoes. Pay only \$3.25 on arrival. Slip these wonderful shoes on. Feel how soft and easy they are. If they aren't the most comfortable shoes you ever wore, send them back. You be the judge of their quality, style and comfort.

BOSTON MAIL ORDER HOUSE
Beach & Albany Sts., Boston, Mass.

Gentlemen: Send me pair of National Service shoes prepaid. I will pay only \$3.25 on arrival and examine them carefully. If I am not satisfied in every way, I will return them and you will refund my money.

Size..... Color.....

Name

Address

AT LAST—

Your Feed Problem Solved

You Can Now Feed Any Cow the Right Feed to Meet Her Individual Need

Dairy farmers and breeders have been urging us for some time, and particularly of late, to give them an ideal, high protein mixture to be used with SCHUMACHER FEED — the old reliable, ideal carbohydrate feed. They wanted a ration that would better meet the INDIVIDUAL NEEDS of their dairy cows—that would eliminate labor and guess-work of home-mixing—that had as great a variety in its protein content as we have in the variety of carbohydrates in SCHUMACHER FEED.

We are pleased to announce that after much scientific research, backed by exhaustive practical tests, we have produced a most remarkable, high protein feed in our BIG "Q" DAIRY RATION. It is as much superior to other protein mixtures as SCHUMACHER FEED is superior as a carbohydrate feed. In addition, by feeding these two feeds in combination, we have given to dairymen the most simple, easy-to-feed ration possible to compound—one that will not only produce exceptional results in the pail, maintain the best physical condition in their cows, but save a lot of time and labor and relieve them of all guess-work incident to mixing their own. With

SCHUMACHER FEED AND BIG "Q" DAIRY RATION

fed in combination, you can easily and quickly proportion the amount of protein and carbohydrate content to suit the individual requirements of all your cows. BIG "Q" DAIRY RATION is the result of new thought and new feeding knowledge, which have eliminated the shortcomings of old time feed formulas and feeding ideas. It is a result of extended actual tests in order to eliminate all guess-work as to results. It is first, last and all the time a quality feed, combining the five essentials of an ideal protein mixture, i. e., **Palatability, Digestibility, Nutrition, Variety and Bulk.** Its analysis shows digestible protein 18.5%; total digestible nutrients, 78%.

SCHUMACHER FEED needs no introduction. It has proved its merit time and again and has to its credit (fed with high protein concentrates) more world's champion milk and butter records than any other feed. It is a highly scientific combination of the by-products of corn, oats, barley and wheat, which give it that necessary variety of grains so important in either a protein feed or a carbohydrate feed. It is particularly **Palatable, Nutritious, Digestible** and furnishes vigorous **Vitality** for both physical stamina and heavy milk production.

Schumacher Feeding Plan Suggestions

To Dry Cows { 4 parts Schumacher Feed
 { 1 part Big "Q" Dairy Ration

General Herd Ration with { 1 part Schumacher Feed
 { 1 part Big "Q" Dairy Ration

To Fresh Cows with Green Feed { 2 parts Schumacher Feed
 { 1 part Big "Q" Dairy Ration

Test Ration { 1 part Schumacher Feed
 { 2 parts Big "Q" Dairy Ration

(Increase Big "Q" Dairy Ration if cow can handle more protein without bad effects.)

You will find in these two wonderful results producing feeds, that ideal combination of a variety of proteins and variety of carbohydrates you have been wanting — looking for — wishing for — a long time. Go to your dealer, get a supply, and let your cows prove for you all and more than we are able to tell you in this advertisement.

The Quaker Oats Company Address Chicago, U.S.A.

THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS
Issued by the New England Milk Producers' Association

Volume 2. Number 4.

BOSTON, MASS., JULY, 1918

50 Cents Per Year

BOSTON PRICES 8 $\frac{1}{8}$ c QUART FOR JULY

Tabulation of Prices for June by Dealers Operating on Surplus Plan

Prices per Cwt. at Country R. R. Station

Zone	Whole Milk Price	Hood	Whiting	Turner Center	Alden Bros.	Acton Farm	F. S. Cummings	Westwood Farms	Plymouth Creamery	Grafton County Dairy Co.	J. M. Hager and Son	W. F. Noble	Seven Oaks Dairy Co.	F. E. Boyd
1	3.727	3.293	3.094	3.306	3.175	3.525	3.288	3.564	3.143	3.390	3.430	3.511	3.606	3.493
2	3.465	3.031	2.832	3.044	2.913	3.263	3.026	3.302	2.881	3.128	3.168	3.249	3.344	3.231
3	3.083	2.650	2.451	2.663	2.532	2.882	2.645	2.921	2.500	2.747	2.787	2.868	2.963	2.850
4	3.052	2.619	2.420	2.632	2.501	2.851	2.614	2.890	2.469	2.716	2.756	2.837	2.932	2.819
5	3.023	2.589	2.390	2.602	2.471	2.821	2.584	2.860	2.439	2.686	2.726	2.807	2.902	2.789
6	2.994	2.561	2.362	2.574	2.443	2.793	2.557	2.832	2.411	2.658	2.698	2.779	2.874	2.761
7	2.968	2.535	2.336	2.548	2.417	2.767	2.530	2.806	2.385	2.632	2.672	2.753	2.848	2.735
8	2.943	2.509	2.310	2.522	2.391	2.741	2.504	2.780	2.359	2.606	2.646	2.727	2.822	2.709
9	2.919	2.485	2.286	2.498	2.367	2.717	2.480	2.756	2.335	2.582	2.622	2.703	2.798	2.685
10	2.895	2.462	2.263	2.475	2.344	2.694	2.457	2.733	2.312	2.559	2.599	2.680	2.775	2.662
11	2.872	2.438	2.239	2.451	2.320	2.670	2.433	2.709	2.288	2.535	2.575	2.656	2.751	2.638
12	2.850	2.416	2.217	2.429	2.298	2.648	2.411	2.687	2.266	2.513	2.553	2.634	2.729	2.616
13	2.827	2.394	2.195	2.407	2.276	2.626	2.389	2.665	2.244	2.491	2.531	2.612	2.707	2.594
14	2.805	2.372	2.173	2.385	2.254	2.604	2.367	2.643	2.222	2.469	2.509	2.590	2.685	2.572
15	2.784	2.350	2.151	2.363	2.232	2.582	2.345	2.621	2.200	2.447	2.487	2.568	2.663	2.550

All prices are for 3.5% milk; 4c per cwt. variation for each point of test; 2.3c additional per cwt. where producer furnishes cans from farm to R. R. Station

LOOK OUT

We give herewith schedule of whole milk prices (1st column above) to be paid by all dealers not operating under the surplus plan. We also give the names and prices to be paid by dealers operating under the surplus plan. No dealer except those named is entitled to any allowance from the whole milk price above, until they have gone before the Milk Administrator with sworn statements proving themselves entitled to an allowance. If any dealer except those named above attempts to settle at less than the whole milk price named let us know.

N. E. M. P. A.

Richard Pattee, Manager.

	Surplus	F. O. B. Boston	Prices
	%	100 lbs.	Qt.
Hood	41.17	\$3.054	.0656c
Whiting	46.1	2.855	.0614
Turner Center	61.21	3.067	.0659
Alden Bros.	56.5	2.936	.0631
Acton Farms	16.65	3.286	.07
F. S. Cummings	30.7	3.049	.066
Westwood Farms	14.59	3.325	.071
Plym'th Cr'm'ry	57.77	2.904	.062
Grafton County Dairy Co.	52.6	3.151	.068
J. M. Hager & Son	32.53	3.191	.069
W. F. Noble	21.2	3.272	.07
Seven Oaks Dairy Co.	15.24	3.367	.0723
Frank E. Boyd	27.1	3.254	.07
1st zone price 1c, 2nd zone price $\frac{1}{2}$ c qt. higher.			

STATEMENT TO DEALER'S PATRONS

The following statement has been prepared by Dr. Gilbert, Milk Administrator. It will be used by each dealer operating under the surplus plan, and will accompany his check in payment for June milk. The statement will show the percent of milk sold by the dealer as whole milk and the percent manufactured. The price per cwt. is determined by adding the two together.

To the patrons of (dealer)

The surplus plan was put into effect May 1st by the New England Regional Milk Commission after hearing all parties interested. I am informed that this plan is not well understood among producers. I am, therefore, directing each dealer operating under this plan to place this statement in the hands of each producer from whom he bought milk in June.

Under the surplus plan each dealer will pay the price awarded by the Commission for all milk bought, except such as is manufactured. He will pay for what is manufactured its full market value less the cost of manufacture.

..... (dealer) sold% of milk bought during June as whole milk and% of milk during June as manufactured milk.

The price to be paid to producers for whole milk was per cwt.

f. o. b. Boston. The value of manufactured milk was per cwt. f. o. b.

The dealer shall pay per cwt.

..... lbs. at whole milk price =

..... lbs. at mf'd milk price =

100 lbs. =

This is the price f. o. b. Boston from which there will be deducted a zone L. C. L. freight plus war tax and the can and country charges as agreed upon, with the premium for butter fat of 4c per point in excess of 3.5% if any, or a reduction of 4c per point if testing below 3.5%.

During the month of June cool weather reduced the sales and increased production. The twelve dealers operating under the surplus plan for the month of June sold 21,840,741.44 pounds of milk as whole milk and manufactured 17,253,905.87 as surplus. It is necessary that the dealers continue receiving the milk from all the dairies from which they now buy, and even increase their dairies, to have enough milk to supply the market during the months of least production. If farmers would breed their cows so that the flow of milk would be more uniform throughout the year the enormous surplus in the spring months could be overcome without the serious reduction in price occasioned by the manufacture of so much milk during the spring months.

(Signed) ARTHUR W. GILBERT,
Milk Administrator.

N. E. M. P. A. FIELD MEETING

Schedule of Meetings Being Arranged
by President Clark.

Following out a plan proposed by President Clark of the N. E. M. P. A. a series of field meetings is being arranged in the several states of New England. Mr. Clark is in charge of the arrangements for Vermont and submits the following schedule:

Schedule of Meetings

Aug. 12	Monday evening	Wells River
Aug. 13	Tuesday evening	Montpelier
Aug. 14	Wednesday evening	Randolph
Aug. 15	Thursday evening	Rutland
Aug. 16	Friday evening	Middlebury
Aug. 17	Saturday evening	Burlington
Aug. 19	Monday evening	St. Albans
Aug. 20	Tuesday evening	Enosburg
Aug. 21	Wednesday evening	Newport
Aug. 22	Thursday evening	St. Johnsbury
Aug. 23	Friday evening	Lancaster, N. H.

It is planned for Messrs. Clark and Pattee to attend all these meetings and arrangements will be made for other speakers, music, etc. Dairymen and their families are invited to attend. Local arrangements are being made by officers of the local branches and other agricultural leaders. It is hoped to reach thousands of farmers in this series of meetings.

The Dairymen's League has been invited to co-operate in the western Vermont meetings.

WHAT THEY GET ELSEWHERE

Compare These With New England Prices

JUNE PRICES TO PRODUCERS.

From Kimball's Dairy Farmer.

The prices that have been in effect for the New Orleans district since October 1917, will continue during the month of June; 35c is paid per gallon for 3.5 per cent milk, and 39c for milk testing 5.5 per cent. This price is f. o. b. country stations. The chief objection dairymen have against this price is that the higher testing milk is not paid for in accordance with the test. Dealers sell for 8c a pint and 15c a quart retail, and consumers are complaining about the cost of milk. There is no surplus in the districts surrounding New Orleans and consequently no efforts have been made to increase consumption above normal.

Philadelphia.

The prices for June are the same as they were in May, \$2.71 per hundred pounds of 3 per cent milk with four-tenths of a cent added or subtracted for each one-tenth per cent butterfat above or below this test. This is for milk shipped f. o. b. Philadelphia. For milk at the receiving stations subtraction is made from this price for freight and taxes. Thus the price for 100 pounds of 3 per cent milk 10 miles distant from Philadelphia is \$2.30 per hundred pounds and \$2.06 per hundred pounds where it must be shipped 30 miles or more.

The Interstate Milk Producers' Association is giving considerable credit to the Food Administration for the assistance this body has rendered in cutting down the surplus. The retail prices in the city remain at 12c for quarts and 7c for pints. There will be a half cent paid to the farmers next fall because the producers agreed to a 1c increase in the dealers' spread for May and June. The other one-half cent is to be kept by the dealers as compensation for handling the surplus milk.

Milwaukee.

The price per hundred pounds for the Milwaukee district for June is \$1.40 per eight-gallon can for milk, which must test at least 3 per cent. The average of the milk shipped to Milwaukee tests about 3.5 per cent. These prices are for milk shipped by rail f. o. b. city stations; if hauled by team or truck, f. o. b. dealers' plants. There is considerable surplus at present since the condenseries, formerly heavy buyers, are slow this year, claiming that they have no outlet because of transportation hardships. There is no special effort being made by the Food Administration or any one else, to aid milk consumption.

Texas.

Milk is bought on the gallon basis in Texas and varies in the different parts of the state as to price. The average milk tests four per cent and sells from 25 to 37c per gallon wholesale, delivered to the dealer. There is no surplus but on the contrary a great shortage in Texas. During the last year and a half Texas people have faced almost a milk famine, due to the fact that they had the longest droughts in the history of the state. Many of the dairymen have cut down their herds and have allowed the animals which they retained, to become poor in flesh and generally run down. Better times are ahead, however, since good rains have broken the drought during the past few weeks. The demand for good dairy cows is greater than it has ever been in the state. There are very few places where milk retails for less than 15c a quart and much is sold as high as 20c a quart to the consumer.

Rhode Island.

June prices in Rhode Island to the producers are 75c per 10-quart can, delivered in cities like Providence. Milk just picked up by dealers and which is usually known as "local" milk, sells at 85c per 10-quart can.

The usual test is about 3.5 per cent. The State Board of Agriculture, various committees of women's clubs, the State Council of Defense, and the state college, are co-operating in increasing milk consumption in the state. There is some scarcity of help at the present time but it is not serious as yet. There is no surplus of milk at present.

Spokane, Wash.

Prices for Spokane producers belonging to the Inland Empire Milk Producers' Association are \$2.32 per hundred pounds for all milk testing three per cent. The price advances according to test up to \$3.32 per hundred pounds for five per cent milk, f. o. b. country stations. The Pine Creek Dairy Company is the largest buyer of milk in that district and at present still is the controlling factor in determining the prices to be paid producers.

Helena, Mont.

Dairymen selling wholesale to the Helena, Mont., dealers are receiving 24c per gallon for 3.5 per cent milk, with an additional price for each one-tenth of a point above this test. This price is for milk delivered at the city dairies. There is no surplus in the district and milk retails at 12½c per quart and 7c per pint. Cream sells at 30c per pint, whipping cream at 35c. Dairymen have produced milk at a loss because of the high prices that have prevailed. Hay has been \$20 per ton in the stack, bran and shorts \$40 to \$45 per ton and wages "anything a competent man has the nerve to ask." There are no silos in general use around Helena, Mont., though the average season would grow corn far enough for silage. This is more likely the chief cause for high feed bills and small profits.

Cleveland, Ohio.

The Northern Ohio Milk Producers' Association members are receiving \$2 per hundredweight for milk at the country receiving plant. Direct shippers receive 25½c per gallon, f. o. b. Cleveland. Creamery prices are on the butterfat basis for milk testing 3.3 to 3.7 per cent with 4c a point up or down. The large surplus, which has been prevailing in the district, is to be cut down soon, owing to the annual reduction which takes place each year during hot weather, and because of the greater consumption of milk during hot days.

West Alexander, Pa.

The Tri-State Milk Producers' Association of West Virginia, Ohio and Pennsylvania is on the last month of its contract made with the dealers last January. The price schedule, which will expire July 1st, was 30c per gallon for 4 per cent milk and an excess basis of 60 per pound for butterfat, except May and June, when the excess fat will be paid for at the rate of 50c per pound. Quite a number of the smaller dealers who do not test the milk they buy, are paying \$1.50 per eight-gallon can. The dealers are retailing their milk at 14c per quart in cities. Sweet cream is bought at the rate of 5-14c per point butterfat from the producers. The dealers charge 5c per gallon for transportation from the country station to the city. There has been considerable surplus but the distributors have taken care of it without help from the producers.

(Continued on Page 8.)

NEW ENGLAND MILK AND DAIRY FARM EXPOSITION

An organization has been effected for holding a New England Milk & Dairy Farm Exposition in Boston sometime this fall. This show will follow the general lines of the recent New York show which was a splendid success.

A meeting of those who might be interested was recently held in Boston at which the sentiment was unanimous in favor of such an enterprise. The various interests pledged their support and the following general committee was appointed to organize and conduct the affair.

An executive committee of nine was created from the following list to have active management of the enterprise with power to make all the necessary arrangements. That committee is as follows:—

Wilfrid Wheeler, Chairman.
P. M. Harwood, Secretary.
A. W. Gilbert, Sec'y Regional Milk Com.
Richard Pattee, Manager N. E. M. P. A.
John Alden, Alden Bros. Milk Dealers.
James O. Jordan, Health Dept. Boston.

R. W. Bird, Chamber Commerce, Boston.

Prof. Ford, Mass. Agricultural College.

Mrs. Hilliard, Mass. Women's Clubs.

The above committee organized last week and selected Dr. Charles E. North of New York to manage the proposed show. Dr. North is too widely known to need introduction to New England dairymen and his experience in New York and elsewhere insures capable management and the foundation for success. No date has yet been selected. Offers have been made by reliable concerns to finance the show from the receipts from the sale of floor space.

It is believed that this show will do more to acquaint city people with dairy conditions in New England than anything that has ever been attempted. It will be the greatest educational exhibition of the value of dairy products and the general conditions of the industry in New England that has ever happened.

In this movement the several departments of agriculture, the State Colleges and dairymen's associations will actively co-operate. The dealers in dairy products, especially milk are enthusiastic in their support.

The N. E. M. P. A. proposed a milk show and investigated the possibilities over a year ago but abandoned it for lack of funds and co-operation of other interests. Now the Association sees in this, as in so many other things, the realization of its plans and the producers have another example of the changed sentiment and realized possibilities for promoting their business.

Surely and not slowly the plans of the organization are working out.

All up for the "MILK SHOW."

General Committee

Theodore N. Vail, Chairman, President American Bell Telephone Company.
John A. Roberts, Commissioner of Agriculture, Augusta, Maine.
Andrew L. Felker, Commissioner of Agriculture, Concord, N. H.
Elbert S. Brigham, Commissioner of Agriculture, St. Albans, Vt.
Wilfrid Wheeler, Sec'y., Board of Agriculture, Boston, Mass.
John J. Dunn, Sec'y., Board of Agriculture, Providence, R. I.
Leonard H. Healey, Sec'y., Board of Agriculture, Hartford, Ct.

Leon S. Merrill, Dean, State Agricultural College, Orono, Maine.

Ralph D. Hetzel, Pres. State Agricultural College, Durham, N. H.

Joseph L. Hills, Dean, State Agricultural College, Burlington, Vt.

Kenyon L. Butterfield, Pres. State Agricultural College, Amherst, Mass.

Howard Edwards, Pres. State Agricultural College, Kingston, R. I.

C. L. Beach, Pres. State Agricultural College, Storrs, Ct.

A. Lawrence Lowell, Pres. Harvard University, Cambridge, Mass.

Richard A. McLaurin, Pres. Mass. Inst. Technology, Cambridge, Mass.

Sarah Louise Arnold, Dean, Simmons College, Boston, Mass.

Rufus L. Stimpson, Agent, Mass. Board of Education, State House.

Milton J. Rosenau, Prof. Preventive Medicine and Hygiene, Harvard University.

Wm. T. Sedgwick, Biological and Public Health Department, Mass. Institute of Technology.

Huntley W. Spalding, Federal Food Administrator, Concord, N. H.

Frank H. Brooks, Federal Food Administrator, Montpelier, Vt.

Henry B. Endicott, Federal Food Administrator, Boston, Mass.

Alfred M. Coates, Federal Food Administrator, Providence, R. I.

Robert Scoville, Federal Food Administrator, Hartford, Ct.

Philip R. Allen, Chairman, Regional Milk Board, State House, Boston.

A. W. Gilbert, Milk Administrator, Boston Chamber of Commerce.

Mrs. Fred'k H. Abbott, Chairman, Woman's Committee of the Council of Nat'l Defense, Maine Division, Saco, Maine.

Mrs. Mary I. Wood, Chairman, W. C. C. N. D., N. H. Division, Portsmouth, N. H.

Mrs. Jno. E. Weeks, Chairman, W. C. C. N. D., Vt. Division, 93 Maple St., Middlebury, Vt.

Mrs. Nathaniel Thayer, Chairman, W. C. C. N. D., Mass. Division, State House, Boston.

Mrs. Rush Sturgis, Chairman, W. C. C. N. D., R. I. Division, State House, Providence, R. I.

Miss Caroline Ruutz-Rees, Chairman, W. C. C. N. D., Conn. Division, State House, Hartford, Ct.

Richard Pattee, Sec. N. E. M. P. A., 26 Broad St., Boston, Mass.

B. W. Rawl, Chief, Dairy Division, U. S. Dept. Agriculture, Washington.

L. L. Richardson, Worcester Co. Farm Bureau, Leominster, Mass.

G. W. Stanbridge, Pres. Mass. Milk Insp. Assn., Winchendon, Mass.

Reginald W. Bird, Boston Chamber of Commerce.

Mrs. Herbert J. Gurney, 1st. Vice-Pres. Mass. Fed. Women's Clubs, 118 Warren Ave, Wollaston.

E. T. Hartman, Pres. Mass. Civic League, 101 Tremont St., Boston.

Eugene R. Kelley, M. D., Commissioner Mass. State Dept. of Health.

William C. Woodward, M. D. Commissioner Boston City Dept. of Health.

Richard M. Smith, M. D., Chairman, Medical Milk Commission.

J. H. Young, M. D., Director, Baby Hygiene Assn., Boston, Mass.

Thomas Holt, Dairy & Food Commissioner, Hartford, Ct.

L. C. Holston, Pres. Maine Dairymen's Assoc., Cornish, Maine.

W. P. Davis, Sec., N. H. Dairymen's Assoc., Durham, N. H.

F. H. Bickford, Pres. Vt. Dairymen's Assoc., Bradford, Vt.

O. A. Jamison, Act. Sec. Mass. Dairymen's Assoc., Amherst, Mass.

(Continued on Page 9.)

THE NEW R. R. RATE

We give below the new railroad rates on L. C. L. (less than car lots) milk shipments, also the old rates and the increase. Several roads announced a minimum charge of 50c under which the shipment of a single 8 1-2 quart can from the first zone would cost 50c.

The Regional Milk Commission voluntarily joined the N. E. M. P. A. and the dealers in a protest against the general raise and especially against the minimum charge.

Hon. E. S. Brigham, Commissioner of Agriculture for Vermont, and a member of the Milk Commission, was authorized to appear before the proper authorities at Washington and after conference he wired back that the minimum charge would be abolished. A joint committee consisting of Dr.

A. W. Gilbert for the Commission, Richard Pattee for the producers and Chas. H. Hood for the dealers was created to present the case against the new rates. The minimum charge not being promptly abolished a telegram was sent to Washington entering emphatic protest. The following self explanatory telegram was received in reply:—

"Wire Fifth—

"Authority extended to all carriers July first to modify minimum charge on milk."

In this matter of railroad rates we wish to express our hearty appreciation of the help of the Regional Milk Commission whose influence was thrown unreservedly into the matter and was very effective. The saving through the abrogation of the minimum charge will amount to thousands of dollars to New England Milk Producers.

INTERSTATE TARIFF CHANGES.
L. C. L. Shipments.

Miles	8½ Qts.			21¼ Qts.			40 Qts.		
	Old	New	Incr.	Old	New	Incr.	Old	New	Incr.
1-20	3.4c	4.5c	1.1c	6.7c	8.5c	1.8c	11.4c	14.5c	3.1c
21-40	4.2	5.5	1.3	8.2	10.5	2.3	13.9	17.5	3.6
41-60	4.9	6.	1.1	9.4	12.	2.6	16.1	20.	3.9
61-80	5.4	7.	1.6	10.5	13.	2.5	18.0	22.5	4.5
81-100	6.0	7.5	1.5	11.5	14.5	3.0	19.7	24.5	4.8
101-120	6.4	8.	1.6	12.5	15.5	3.0	21.3	26.5	5.2
121-140	6.9	8.5	1.6	13.3	16.5	3.2	22.8	28.5	5.7
141-160	7.3	9.	1.7	14.1	17.5	3.4	24.2	30.5	6.3
161-180	7.7	9.5	1.8	14.9	18.5	3.6	25.5	32.	6.5
181-200	8.1	10.	1.9	15.6	19.5	3.9	26.7	33.5	6.8
201-220	8.4	10.5	2.1	16.3	20.5	4.2	27.9	35.	7.1
221-240	8.8	11.	2.2	17.0	21.5	4.5	29.0	36.5	7.5
241-260	9.1	11.5	2.4	17.6	22.	4.4	30.1	37.5	7.4
261-280	9.4	12.	2.6	18.2	23.	4.8	31.2	39.	7.8
281-300	9.7	12.	2.3	18.8	23.5	4.7	32.3	40.5	8.2

INTRASTATE TARIFF CHANGES
L. C. L. Shipments.

Miles	8½ Qts.			21¼ Qts.			40 Qts.		
	Old	New	Incr.	Old	New	Incr.	Old	New	Incr.
1-20	2.5c	3. c	.5c	6.1c	7.5c	1.4c	11.4c	14.5c	3.1c
21-40	3.0	4.	1.	7.4	9.5	2.1	13.9	17.5	3.6
41-60	3.5	4.5	1.	8.6	11.	2.4	16.1	20.	3.9
61-80	3.9	5.	1.1	9.6	12.	2.4	18.0	22.5	4.5
81-100	4.2	5.5	1.3	10.5	13.	2.5	19.7	24.5	4.8
101-120	4.6	6.	1.4	11.4	14.5	3.1	21.3	26.5	5.2
121-140	4.9	6.	1.1	12.2	15.5	3.3	22.8	28.5	5.7
141-160	5.2	6.5	1.3	12.9	16.	3.1	24.2	30.5	6.3
161-180	5.5	7.	1.5	13.6	17.	3.4	25.5	32.	6.5
181-200	5.7	7.	1.3	14.2	18.	3.8	26.7	33.5	6.8

THE MILK SITUATION

Statement by a Student of the Problem

There has always been a disagreement between the dealers and the farmers on the matter of surplus milk during certain periods of the year. The dealers have greatly reduced the price to the farmer during the surplus months on account of the fact that the dealer had to "carry the surplus." In cases where the surplus, due to extremely hot weather or dry pastures, etc., was not as great as was anticipated by the dealer, the dealer made sometimes more money than he was entitled to. On the other hand, if things went the other way, and there was a greater surplus than the dealer had anticipated, the dealer lost money. In other words, it was a guess pure and simple on the part of the dealer as to how much rain there would be, whether the pastures would stay green, how hot the weather would be, whether people in the big cities on account of the hot weather or cold weather would drink more or less milk than normally, and naturally the dealer always tried to guess on the safe side for himself.

On the other hand, the farmer always contended that there was no surplus, and that this was just a ruse on the part of the dealer to reduce the price of milk to the farmer. He had no particular records except

those which the dealer gave him, and naturally was very sceptical as to the amount of surplus that there was, or the amount of actual loss which the dealer made in transferring this surplus into his various by-products.

It is an accepted fact that fluid milk at the fluid milk prices cannot be converted into butter in New England and sold without a loss in competition with the prices of dairy butter in the Middle West. This is equally true of some of the various by-products into which the surplus has to be converted.

It was on this account that the so-called Surplus Plan was put into effect by the Federal Milk Commission, and it was hedged around with safeguards to the farmer in the following manner:

First, the actual amount of surplus over and above the quantity of milk which could be sold as fluid milk was ascertained by the Milk Administrator appointed by the Federal Milk Commission.

Then this surplus fluid milk which is converted into these various by-products is now credited to the farmer at the market price of those by-products, so that the farmer receives everything that the dealer got in

(Continued on Page 7.)

PRICES FOR JULY

At R. R. Station Outside Massachusetts.

Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	Cwt. in 40 Qt. Cans
3	41-60	.591	1.507	2.863	3.328
4	61-80	.579	1.493	2.830	3.290
5	81-100	.573	1.474	2.802	3.258
6	101-120	.566	1.459	2.774	3.225
7	121-140	.559	1.445	2.746	3.192
8	141-160	.552	1.431	2.718	3.160
9	161-180	.546	1.417	2.695	3.133
10	181-200	.539	1.402	2.672	3.106
11	201-220	.532	1.388	2.649	3.080
12	221-240	.526	1.374	2.626	3.053
13	241-260	.519	1.365	2.608	3.032
14	261-280	.512	1.350	2.585	3.005
15	281-300	.511	1.341	2.562	2.979

At R. R. Station Inside Massachusetts.

Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	Cwt. in 40 Qt. Cans
1	1-20	.729	1.821	3.425	3.982
2	21-40	.676	1.695	3.195	3.714
3	41-60	.600	1.517	2.863	3.328
4	61-80	.599	1.503	2.830	3.290
5	81-100	.593	1.489	2.802	3.258
6	101-120	.586	1.469	2.774	3.225
7	121-140	.584	1.455	2.746	3.192
8	141-160	.577	1.446	2.718	3.160
9	161-180	.571	1.432	2.695	3.133
10	181-200	.569	1.417	2.672	3.106

Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c. per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

N. E. M. P. A. HEADS OFF
REDUCTION IN NEW YORK

New York members of the N. E. M. P. A. will be interested in the following petition to the Regional Milk Commission.

H. P. HOOD & SONS,
494 Rutherford Ave.,
Boston, Mass.

May 24, 1918.

Mr. Philip R. Allen, Chairman,
Federal Milk Commission for New
England,
Boston, Mass.

Dear Sir:—

Referring to recent ruling of the Commission that prices fixed applied to all milk bought for the Boston market, we understand this to mean that commencing May 1st we shall pay Boston prices for all milk bought in the New York milk shed.

We call your attention to the following prices for 3.5 milk, zone 160-180 miles from Boston for the past six months:

	New York Milk Shed	Boston
November	3.46	2.945
December	3.22	2.945
January	3.64	3.383
February	3.46	3.383
March	3.14	3.383
April	2.62	3.148

The above are the prices we actually paid for 3.5 milk in corresponding zones in the two territories. Some of the milk in the New York milk shed is bought in other zones, but the ratio of prices is practically the same. The net results of these differences has been that our milk has cost, for the last six months, .051c per cwt. more in the New York milk shed than in the Boston territory, and, if we are obliged May 1st to pay Boston prices in the New York milk shed we shall have paid producers in New York territory during the past six months something over \$6,000 more than we would have paid these producers under the Boston prices. We respectfully request that we be allowed to recoup this loss during the months of May and June.

For the further information of the Commission we beg to state that on as close an estimate of our purchases in New York during May and June as we can now make, we should have an

allowance of approximately 10 cents per cwt. below the Boston price in order to equalize the price paid to the New York farmers and to recoup our loss. Unless the charge back on account of surplus loss is much greater than we now consider possible, with this 10 cent allowance we still shall be paying the New York producers a materially higher price for their milk in May and June than they would get under the New York schedule.

As the request made by this letter is one that has an important bearing on our relations with the New York farmers we should appreciate it very much if the Commission could give us an early ruling.

If the Commission desires any additional information on this subject we shall be glad to go into the matter to any extent desired.

Very truly yours,
H. P. HOOD & SONS,
By H. Q. Millett (Signed),
Auditor.

Under a ruling that New York was not included in the jurisdiction of the New England Commission, that body refused to act on the request of the N. E. M. P. A. for reimbursement of producers in New York who had suffered a cut of price to a cheese making basis. This ruling left the New York district shipping to Boston a sort of "no man's land."

The New York Commission would not establish or enforce prices for milk shipped to Boston and the Boston Commission wouldn't go outside New England with its findings. Manager Pattee asked that the New England Commission take jurisdiction and it was later held that all milk shipped to New England markets was subject to the New England Commissions findings for the market to which shipped.

The N. E. M. P. A. opposed the petition of the Hoods and the sub-committee of the Commission supported its position. No appeal from the findings of the Committee was made. The saving of \$6000 to the New York producers would pay N. E. M. P. A. dues for "a long, long time."

THE

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in Behalf of and for the Benefit of the Members of the Organization

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Entered as second-class matter, July 30, 1917, at the postoffice at Boston, Massachusetts, under the Act of March 3, 1879.

SURPLUS

The present 30% to 50% surplus which has lasted since May 1st illustrates the necessity for breeding your cows to produce according to market needs. We have heard a lot about surplus before and we have taken a low price for all our milk to enable dealers to handle the surplus. Now we get what the Commission decides is a fair price for fluid milk but the loss on the surplus is taken out of what we would have gotten were it all sold as whole milk. It don't do producers any good because it's easy to make milk in the spring, to make it all then. You can't make consumers use milk to suit your convenience in making it. They want a steady and reasonably constant supply. If you expect to get the most for it you must make milk according to market needs, not according to your own will and pleasure. You may say the consumers won't pay enough for fall and early winter milk to make it profitable. Well by the same rule they won't pay enough for spring milk to make it profitable. If there is a loss all the time you'd better make less when the loss on it is most and more when the loss is least. Sometime, please God, we will get onto a paying basis. The quickest way is to equalize production. Don't breed too many of your cows to freshen in the spring. The man who lets his bull run with the cows is the worst enemy of the business. Don't breed your cows in July, August and September.

A dealer said the NEMPA could do more to equalize production in one year than the contractors could in fifty. He was right, but it's up to the members, not the organization. It is discouraging to your officers to have to stand up in public and fight for a higher price, declaring it don't pay to make milk and be confronted with a supply 40% larger than the demand. How would you explain such a deluge of milk when it don't pay to make it? How would you convince the consumers you ought to have more money when at the present price you flood the market? Where there's an over supply of other products, prices go down. Yet you ask us to get higher spring prices when you over produce the demand.

Think it over. It looks easy out on the farms to demand and get more. You can get more but you must make it possible by regulating your production. One great trouble with

the whole business is the vast number of producers who kick when things don't come their way but when it comes to doing something themselves—"Let George do it."

PERSONAL WORD

The other day a President sent in \$5.00 which he said a member had asked him to forward to help buy that auto I spoke about last month. The letter says "Pat didn't just get what you were coming at but his desire to have you own a machine was surely to the point. It is little acts of appreciation of this kind that help to make some of the rough spots of your job a little smoother."

Yes it is and I'd rather have Pat's \$5.00 and the sentiment back of it than a fortune gotten by advantage over my fellow men. There were times when my friends told me I was foolishly wasting my time and strength in trying to build up an organization of farmers to market their dairy products. It was rather hard work and I was discouraged at times especially when I saw others getting ahead while I didn't get enough to support my family. But my faith in the horse sense of the New England farmer grew as I met more of him and I was sure that sometime when he was shown a fair and reasonable plan, he would organize for his own protection and create a system by which he would release himself and his family from a slavery that was depopulating farms and impoverishing farmers. The strides he is now making are reward enough for the years of waiting.

I am getting a comfortable salary now Pat, and I'm turning your \$5.00 into the treasury of the N. E. M. P. A. as a contribution from you. I am not financially able to own a car but I appreciate the sentiment more than you'll ever know. I don't expect to make a fortune out of this work, just a comfortable living for my family and an education for my two kiddies. I've often said I didn't expect to leave my boy a fortune but I hoped to leave him a name such that in any town in New England he might find, after I am gone, people who would befriend him, because they knew something of his father. A good name, a comfortable living and a happy home are all I ask.

R. PATTEE.

DAVIS ASSISTANT MANAGER.

Wendell P. Davis of Durham, N. H., formerly with the New Hampshire College of Agriculture, has been employed as assistant manager of the N. E. M. P. A.

Mr. Davis is 28 years old. He was educated at the New Hampshire college. He was employed for three years on the College farm at Durham. He was in charge of a cow test association in Grafton county for one year, and for the past four years has had charge of the Dairy Extension work of the New Hampshire college. He has specialized in cow test work and qualifies as an expert in production costs. Mr. Davis will be especially valuable to the N. E. M. P. A. in preparing evidence for presentation before investigating bodies and in promoting organization among dairymen. He has served several years as secretary of the Granite State Dairymen's Association, which position he now holds. Mr. Davis has a wide acquaintance among dairymen in New England. Mr. Davis will have charge of the Boston office and of the general work of the Association in the absence of Mr. Pattee, who will devote the late summer largely to outside work.

PRODUCERS CALLED UPON—SEND IN YOUR STATEMENT

The Regional Milk Commission last week sent to all members of the N. E. M. P. A. a list of questions about costs in making milk. They are simply and easily answered. The Commission wants sworn statements from thousands of farmers instead of the testimony of a picked few.

It's up to you Mr. Producer. Fill out the blank, swear to it before a Justice or Notary and send it in. This is a splendid chance to learn how many producers will themselves help to get a better price for milk. The man who won't or don't do this

very easy thing, isn't entitled to kick if prices don't suit him. He hasn't told what his milk cost. How can he expect anyone else to guess if he himself don't know and don't furnish the figures from which it can be reckoned.

Let's deluge the Commission with sworn statements. Snow them under. Pile them high and dry. Let thousands and thousands pour in upon them. Show them you're alive and that the actual cost of things justifies your demand for more money for milk. It's up to you. Don't be a "slacker." Send in the report.

COMPLIMENTS TO SEVEY.

Our good friend, Sevey, editor of the New England Homestead, had this to say about July milk prices:

"The Homestead in fairness to its readers must confess a little disappointment in the N. E. M. P. A. Sec. Pattee voices no protest as yet to the July price. In fact, we understand the N. E. M. P. A. is well enough satisfied with the milk commission to sign up for another six months of its findings, agreeing to abide by the commission's judgment. Perhaps that is the best way out. If any one knows, Pattee ought to. He is long headed for his years. He evidently has something up his sleeve. We are convinced that there is a "hen on." Pattee and his co-workers are too well known and trusted by the editor to believe they would stand for all that is occurring unless they saw the light of victory ahead. But again it's the old story of "wait," "strategy," "patience." Good authority says that there is a point beyond which patience ceases to be a virtue.

* * * * *

"At this writing we are disappointed—disappointed all over and clean through. We haven't lost faith in the commission, for the members are unusually able and sincere men. But that doesn't pay the bills. Of one thing we are certain, we never would have tied ourselves up for another six months. Three is long enough—long enough to give the commission a chance and certainly long enough to lose money if its judgment goes that way. This dairy situation is mighty near a crisis. There are rumors of exceedingly important developments or else a tremendous slump. The N. E. M. P. A. hasn't played all its cards yet. Of that the Homestead is convinced. We suspect there will be some mighty interesting reading at no distant date. That may account in a large measure for the N. E. M. P. A. playing marbles so meekly with the commission and entering no protests about May, June and July prices. When you 'spring it,' Sec. Pattee give us something worth while. Equally important, don't wait until we are all dead."

Thanks for the personal endorsement. It is a case of being "damned by faint praise." The Homestead's protest is based upon the assumption of a surplus which may or may not exist. At least we will know what it is when the administrator's figures are compiled August 10th.

Meanwhile we are more worried about June price as affected by the surplus plan.

We quite agree with friend Sevey that "a hope deferred maketh the heart sick." His scriptural allusions to the point beyond which patience ceases to be a virtue, discloses a knowledge of literature with which we had from long acquaintance with him doubted his familiarity. But he is a mighty good fellow, a great personal friend and a loyal support of the N. E. M. P. A. But he is wrong in

thinking it a mistake to tie up to commission price making for the next six months. It was the right thing to do. Patience hasn't yet ceased to be a virtue in this case. True we haven't gotten all we asked. Compare our situation with the strongly organized New York territory where they broke with the commission for June prices. Read Hood's petition for relief because though New York prices were higher in the winter, this summer New England prices were so much higher he had lost \$6000. Compare Chicago prices with those of New England. It costs more to make milk here but we get for it more than the difference in cost.

Besides, as Sevey says, the N. E. M. P. A. hasn't played all its cards. There will be a development that will be "interesting" if our plans work and the way to work them was to protect the market by preserving control over selling prices during the next six months.

It's hard to be patient. It's hard for the country to wait until it is prepared to lick the Huns. But the only sure way to lick them is to get ready first. And it isn't always wise to bluff, or bet too high until you've got a hand that will warrant it. You see, Sevey, we talk in terms of a different origin, but you know the game and can play it and if you held our hand you'd wait for it to fill, before you raised the ante or went the limit.

Don't get nervous. The N. E. M. P. A. will win in this game, with cards on the table not "up our sleeves."

THANKS.

Portsmouth, N. H., June 11, 1918.
 Mr. Richard Pattee, Mgr.,
 N. E. Milk Producers' Assn.,
 26 Broad St., Boston, Mass.

Dear Mr. Pattee:—

I have your circular letter of June 8th, which reminds me of my obligation to the Association for membership dues. Although we do not sell any milk to dealers but on the contrary buy a considerable amount from producers. I appreciate the valuable work you are doing for the milk producing interests of New England and want to contribute my share and as I cannot sign the order to dealer as mentioned in your letter I will enclose check direct to your headquarters. Last year I became a member by contributing \$2. Enclosed is check for \$5 with the hope that each member of the Association will increase their contribution likewise for your efficient work deserves it.

Very truly yours,
 D. W. BADGER.

"I hope that the testing will soon be done by a disinterested man. However, we are very glad and grateful for the results of your efforts in regard to the price of milk."

Sec. of a Vt. local.

NO SLACKERS

In the Dairyman from time to time we have requested members to sign and send in orders on their dealers to pay the Association dues and to deduct the amounts so paid from the monthly milk check. We have explained how this system was used by the other successful milk producers organizations. Also how it saves time, trouble and expense as compared with collections by secretaries or direct payment by members and gives the Association a steady monthly income to do business with. It also furnishes a check on the dealers as to dates, prices and amounts of payments.

Sometime ago we sent a circular to all who had not signed such orders, explaining the system and asking for orders. Many responded. Last month we sent a personal letter to the others, enclosing a blank order, with a two cent stamp for reply. Many of these came back promptly. But there are others who have not sent in their dues order card. They have the card stamped and addressed and all they need to do is fill in name of dealer, sign and mail.

We know that with most it is simply neglect, with a few it is intention. There are and will always be a few who are willing to take benefits without paying for them. There are those who take all they can get and kick because they don't get more but when it comes to paying out a cent to help, they fade away like fog before the sun. Thank Heavens they are so few. It isn't fair for part to pay all the bills. We cannot give up the work because a few who get a benefit won't help pay the cost. We must reach all we can and put a great big black mark opposite the names of the "slackers". Such men are known and despised in every community. We pity their wives and children. Let them go. They are marked men and know it.

Their neighbors know them. They often try to defend themselves by saying the Association ought to do thus or so, or if it had done differently they would support it. **BUT THEY WOULDN'T.** The real, genuine supporter will join and help run the Association, help make it better, more useful. He won't stay outside and kick but get inside and help. No person is perfect. No organization, especially a new one, facing the most complex and vexing problem in New England can avoid occasional mistakes. But if it is honestly run and actually accomplishes such splendid results as the NEMPA already has secured, the real, constructive helpful thing is for every milk producer to join, pay his share of the expense and help make the organization still more useful. Don't tear down the house that shelters you because there's a leak in the roof—get a few new shingles.

We who are in and appreciate the work the Association has done want it to thrive and prosper and be more useful. We want it to mean more and more to New England dairymen. It can only do so with the support of the dairymen. The majority are loyally supporting it now. Others will, if properly approached—some won't. Those who have failed to send in dues orders we ask to do so at once. Those who have not joined we ask to come in now. The slackers we have no use for. They are like warts, they live on us and are a nuisance. They annoy and hinder us. They crack our hands and sometimes make us sore. Let's spit on them, cover them with mud, paint them with iodine or something. Anyhow let's not allow them to interfere with our work.

Here's regards to the thousands of loyal, helpful men who are supporting the work. They are the hope of the industry. Praise be there are so few slackers.

IMPORTANT NOTICE

If you have changed dealers since you signed an order for dues you should cut out the order below, sign it and send to NEMPA, 26 Broad St., Boston, Mass. This must be done each time you change or your dues are not paid. If you never signed an order **DO IT NOW.**

CUT ON THIS LINE

ORDER

Date191 .

(Dealer)

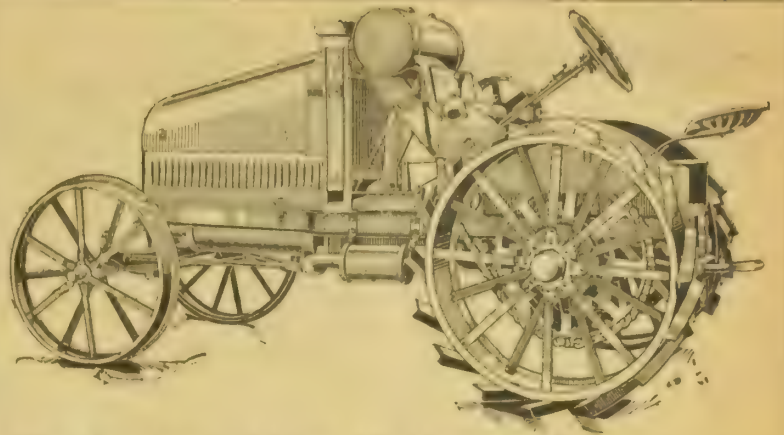
To

.....

The undersigned member of the New England Milk Producers' Association hereby authorizes and directs you to deduct one-half of one per cent from the moneys due or to become due to him for all dairy products sold by him to you, and to pay over the amount so deducted by check to the said Association, at the time of each payment to him of the balance of said moneys. This order is to continue in force until revoked by him in writing.

Signature.....

Address.....



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Cylinders cast in block with removable sleeves—a special feature on Tractors.

This Tractor is adapted for all farm work, either for Drawbar or Belt Power.

The machine which will assist you to do your part in increased crop production.

If interested write for catalogue and information on any of our three models—8-16 International, 10-20 Mogul, 10-20 Titan.

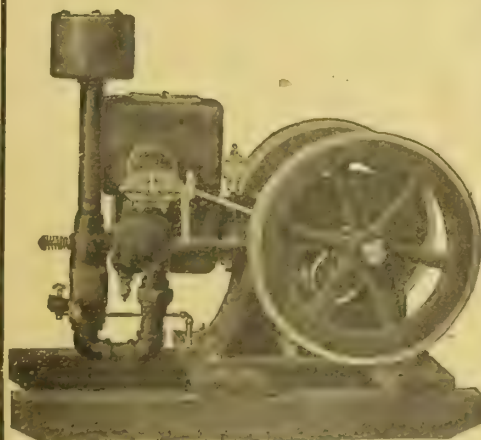
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Phone Somerville 1230

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Enclosed Crank Case, safe, clean, accessible. Long life and full power. Webster Oscillating Magneto, sure spark and no run down batteries to renew. Make and break ignition. Fuel Tank cast in base. Simple, effective governor. Uses Kerosene; low fuel cost and safer.

"The Engine with the trouble left out."

Specially adapted for Ensilage Cutting and all farm uses. **We will accept your order now for future delivery** Better to let the engine wait for you than for you to wait for the engine when your ensilage needs cutting.

Write us today for descriptive circulars and prices.

Charles J. Jager Co.

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BOSTON, MASS.

How Time is Saved

To do a thing half way right is to lose one half the time spent for that purpose. You may often save this lost time by using a different means.

Dairymen who clean their utensils and equipment with



always obtain a cleanliness which is real — a cleanliness removed of everything which might harbor germs and microbes. And, too, a most economical cleanliness for milk is bought today largely for the very qualities which this cleanliness causes it to retain. Thus Wyandotte Dairyman's Cleaner and Cleanser enables Dairymen to do what they want done and do it on an economical basis.

Indian in Circle



In Every Package

Order this cleaner from your supply house. It Cleans Clean.

The J. B. Ford Co.,
Sole Mnfrs.,
Wyandotte, Mich.

SOMETHING DOING Let's Hear From You

The Swanville, Me., local, organized May 17, by H. M. Tucker, with 16 members has kept right along and F. P. Webb the secretary, sent in 16 membership cards on July 9. We are told that there are more to follow. Thirty-two members is a good start for any local and there are several places where such a start should be made.

Norwich, Vt., is waking up. Nine new members joined in June and they say an organizer can get many more. If all members will sign up the dues orders to support the NEMPA, we can put out some organizers and get in the milk producers who should be members. Do your part to help us do our part to get the other fellow to do his part. It is up to you. **Sign the Dues Order.**

Tilton, N. H., does not ship out a large amount of milk, many of the producers selling locally or making butter, but 11 members have signed over and 9 new ones came in in June. That is encouraging and many locals should do as well or better. How about yours?

Dexter, Me., came along July 2 with 13 members and the dues orders of 6 old members. Many Maine locals have every member signed up but there are many that have not got their members lined up in support of the NEMPA. If one can do it, why not the others? This is the time for every local president and secretary to be getting members to sign dues orders and new members to join. Do not delay, it is very important.

Milton, Vt., has always been a strong local and constantly growing. We received 10 new members and several dues orders of old members on July 10. This sort of thing makes everybody in the office feel good and it must give the officers and members of the local a lot of satisfaction.

Barre, Vt., is frequently heard from. Seven new members July 8 and 4 more on the 13th, with several dues orders show the interest there. The secretary, A. L. Smith, had written for supplies, saying he thought some members had changed dealers and should sign new orders.

That is a very important matter and we wish that more secretaries realized how necessary it is to see that dues are not lost by a producer changing from one dealer to another. We do not know this for a month or more unless notified. The result is that some member does not pay dues for a month or two while his neighbor who did not change keeps up his support because continuously selling to one dealer so that his dues are taken out right along. This is not fair to the Association or the members who pay all the time. We know that no one desires to escape paying dues and that it is just a matter of neglect.

If you have changed dealers since signing a dues order please cut out the dues order from the Dairyman, sign it and mail to 26 Broad St.

The officers of several locals have sent in for lists showing their members who have signed dues orders and promise to get the others signed up. We are glad to furnish any information that will help local officers to sign over or increase their membership. Send for a list and go after those who should sign.

The County Agricultural Agents are giving splendid cooperation and we have assurance from several that they will help in getting members to sign. Do not hesitate to call on your county agent for help. He knows there is nothing more important than making the NEMPA stronger so as to better protect the interests of milk producers and to make it the marketing agency for all dairy products of New England farmers.

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A Quality Water System

For Country Home, Farm, Dairy, Bungalow or Village

Have running water, where you want it, when you want it, without annoyance or mechanical troubles!

Abundant Water for kitchen, bath laundry, lawn hose, garden, farm stock—water anywhere, anytime.

Let us make you an estimate—it costs nothing
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"Quality in Feed is Economy in Feeding"—

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feed—

UNION GRAINS

The First, the Purest, the Greatest
Dairy Ration ever made.

Manufactured only by

THE UBIKO MILLING COMPANY
Cincinnati, Ohio

Boston Office, 73 Tremont Street

THE MILK SITUATION. (Continued from Page 3.)

the conversion of this surplus into by-products. On the other hand, the farmer receives his proportion of every bit of the milk that is sold as fluid milk at the full price set by the Commission, and the dealer simply acts as the farmer's agent, so to speak, under the direction of the Administrator of the Commission, to convert the surplus milk into these various by-products and return to the farmer the actual market price of those products less a reasonable cost of conversion.

The Commission sent the Milk Administrator to various parts of the country to ascertain the reasonable cost of converting milk into butter, cheese, casein and other similar products, and these were the costs which were allowed to the Boston dealers to cover these various expenses.

Naturally the farmer, like all the rest of us, would like to get the maximum price for every bit of the product he produces. On the other hand, as manufacturers, if we produce more than the market can properly consume, we must either shut down or we must reduce our price automatically to a point where the market will consume our products, but in every case, the producer of an over-supply, whether it is milk, coal, iron or steel, or other raw material, must bear the burden of the overproduction—not the dealer or the consumer.

The Commission realized this, and they realized further that it would be ruinous for the farmer to reduce his price for the whole of his milk because he overproduced at certain periods of the year. They therefore set a price for all fluid milk that would be consumed based on what appeared to be a reasonable price to the farmer, having returned to him through the dealer everything there was in the surplus. They also realized that if they put the price of milk too high to the consumer, especially during these months, it would automatically reduce the consumption of milk on the part of the consumer, and cause a still further surplus, which would have to be borne by the farmer.

As a further protection to the farmer, the Commission imposed upon the dealers the restriction that they could only take on as many farmers as would provide them with sufficient fluid milk to meet the market requirements in the months of least production, thus obviating the opportunity for dealers to take on a lot more milk than was required and pass the surplus back to the farmer.

The months of May, June and July are normally the months of the greatest production of milk. While the farmers in the past may have doubted that there was a surplus, the absolute statistics in the hands of the Milk Administrator prove that in the month of May there was an overproduction (i. e., a production of milk greater than the requirements for consumption) of 34.37%.

The remedy for this lies largely in the farmer's hands. A farmer cannot automatically shut down his cows when he finds there is too much production, but he can breed his cows so that at least a larger proportion of his herd will produce in the months of smaller production. For instance, the deduction from the milk checks of the farmers in New England by the larger Boston dealers, on account of surplus in the month of May, amounted to \$.011 per quart. If every farmer last year had bred his cows so that at least 10 or 15% of his herd would freshen in the Fall and Winter months, this surplus would largely have been done away with, and there would have been very little if any deduction to be made. Owing to the present method of breeding the cows, the dealer has to take all the milk that a farmer produces in the period of flush so

that he will receive enough milk to the time of shortage to supply his trade. Anyone can see that if this supply of milk was more uniform, a dealer could more readily and accurately estimate his requirements throughout the year, and obviate having to take more milk than was required at these so-called flush periods of the year.

This is something that the Farm Bureaus, the Agricultural Colleges and the United States Government have been advising the farmers to do for years, and now with these authentic figures which are being compiled by the Milk Commission, it would seem that it should be apparent to the farmers of New England that this was not only common sense, but the economical method to pursue. By no means should every farmer turn around and breed all his cows to produce in the Fall and Winter months, as the surplus would then simply be transferred from the Spring to the Fall, but if each one would take a proportion of his cows and breed them in this manner a much more uniform supply of milk would be produced, which would obviate to a great extent this question of a large surplus at certain periods of the year.

The farmers must understand, however, that this cannot be brought about inside of two or three years. Even if the farmers started this year with this end in view, the dealers would have no idea of just exactly what proportion were doing this, and therefore would not be able to estimate their supplies accurately. This must naturally be a matter of adjustment both for the farmers and the dealers extending over a reasonable period of time.

Some criticism has been made in a prominent New England agricultural magazine of the findings of the Milk Commission. Every one must realize that this Commission has a three-fold duty, and three interests to serve, namely, the farmer, the dealer and the consumer. The consumer has for years looked on the question of milk as a staple and has resented seriously any material or radical increase in its price. Any radical steps or sharp advances on the part of the Milk Commission will immediately have its effect in reduced consumption, which exerts a hardship upon the producer. While the average producer feels that his solution to the problem lies entirely in an advanced price of milk, he must not overlook the fact that too sharp an advance is liable to defeat the very thing which he perhaps is justified in contending for, by the reduced consumption which it automatically brings.

The Commission I feel sure is trying to keep before it at all times in an absolutely unbiased way the welfare of all three interests involved, and the farmer should have patience and co-operate to the utmost with the Commission, so that a fair and just reconstruction of prices may be brought about without detriment to any of the parties concerned. A reasonably comprehensive advertising campaign co-operatively on the part of the dealers and the farmers to educate the public to the real advances in cost of production and distribution, showing the consumer why the increased price of milk is justified, will go far to educate the public at the present time and enable the farmer to obtain his increase in cost without a reduction in consumption.

REGINALD W. BIRD,
Chairman.

Agricultural Committee, Boston
Chamber of Commerce.

Membership in the NEMPA is the best insurance policy you can carry on your dairy business. Sign the dues order on page 5, if you have not already done so.



Bulletin No. 7 Guides You To World's Fastest Milker

Convincing, indeed, is the result of the investigations conducted in Jefferson County, New York, by F. E. Robertson, agricultural agent of the U. S. Dept. of Agriculture, and published at Watertown, N. Y. During actual operation of 108 milking machines, the Sharples averaged 23% to 58% faster than all the others. (Ask us for a copy of this bulletin.)

This is explained by the use of the "upward squeeze" in the Sharples teat cup, which gives full relief to the teats after each suck. No other milker applies a particle of squeeze to massage the teats and keep them in a soft pliable condition—free from congestion. The Sharples is the *only* Milker with a squeeze or massage action on the teats and this permits faster milking.

SHARPLES MILKER

Aside from the saving in time, the big point about fast milking is the increased milk yield.

Read what these Sharples owners say in that connection:

"By the increase in milk and saving of hired help, our Sharples Milker has more than twice over paid for itself in less than 2 years."

Graham Bros., Belmont, N. Y.

"I got 30 pounds more milk with the Sharples Milker than by hand from 7 cows during 2 1/2 days."

R. C. Mercer, Vinton, Cal.

"I am getting more milk this winter from the same number of cows than I ever did before."

D. W. Good, Sterling, Ill.

Hundreds of other letters are on file from users of Sharples Milkers, giving evidence of greatly increased output. Many a dairy formerly making 250 quarts of milk has increased to 270 or 280 after installing a Sharples Milker.

Purchasing a Sharples Milker is one of the best investments a farmer could make, because it pays for itself in 4 to 6 months. Sharples is the best built milker on the market—and the most durable. Send for Sharples catalog "Dairying for Dollars Without Drudgery." It will open your eyes as to the possibilities with a Sharples Milker. Write today to nearest office. Address Dept. 57.

The Sharples Separator Company, West Chester, Pa.

Sharples Suction-feed Cream Separator—Skims Clean at Any Speed

Branches: Chicago San Francisco Toronto

WHAT THEY GET ELSEWHERE.

(Continued from Page 2.)

Portland, Ore.

Producers around Portland, Ore., belonging to the Oregon Dairymen's League are receiving for June \$3 per hundredweight, f. o. b. Portland, for milk testing from 3.8 to 4 per cent. This means an average price of \$2.75 on the farm. This is the same as the May price. Five cents per point is added to or subtracted from this price when the test is above 4 per cent or below 3.8 per cent. During May there was considerable surplus on account of several condenseries closing, but the Food Administration of the state is doing considerable work in educating the city people in regard to the high value of milk as a food. Four condenseries in this district have gone bankrupt and naturally a large proportion of the patrons unloaded their milk onto the Portland market. A surplus as high as 20,000 pounds per day was occasioned by this, which the producers, however, were able to partially dispose of through the Carnation plants nearby. Since the last week in May, however, dairymen have been separating the milk at the farm and thus helped to cut down the excess.

Colorado.

Colorado Milk Producers' Association members are receiving \$2.67 per hundred pounds for 3.5 per cent milk delivered at dealers' plants, Denver. There is some surplus. The Food Administration is helping to take care of the surplus by encouraging the manufacture and sale of by-products through publicity. The greatest trouble of the Colorado producers, at the present time, is the lack of help which is discouraging a great many dairymen.

Los Angeles, Cal.

The California Milk Producers' Association is receiving \$3.20 per hundred pounds milk testing 4 per cent, delivered at the dealers' plants and creameries. This is the same as the May schedule. There is a small surplus which is, however, diminishing greatly. The Food Administration is doing nothing at present to help increase milk consumption. Hay is costing \$25 a ton; bran and beet pulp are impossible to get; cottonseed meal sells at \$64, and coconut meal from \$50 to \$52. Milkers are asking and getting \$70 to \$80 a month and board and are scarce at that. More and more dairymen are putting in milking machines in order to relieve the situation.

San Francisco, Cal.

Members of the Associated Milk Producers' Association are receiving \$3 per hundred pounds for milk testing 3.6 per cent, delivered at the city railroad depot, San Francisco. The Food Administration is not doing anything particularly in regard to increasing the consumption, but there is very little surplus on hand. The high price of feed and scarcity of labor is the greatest hindrance to profitable dairying at this time.

San Diego, Cal.

Producers around San Diego, Cal., are receiving \$4.20 per hundred pounds for grade A raw milk from tuberculin tested cows; \$4 per hundred for grade A pasteurized milk, bacteria count under 200,000; \$3.80 for grade B pasteurized bacteria count under 1,000,000. All milk must test 4 per cent and all excess butterfat is paid for at the rate of 12c per pound over the San Francisco butter market. These prices are for milk delivered to dealers' plants. The Food Administration is aiding the use of milk in various ways, and a small surplus of milk now on hand is expected to be wiped out shortly. Seventy-four per cent of all milk entering San Diego is from tuberculin tested herds. Only about five per cent of the milk grades as low as grade B; all other is better than that.

Fresno, Cal.

The San Joaquin Valley Milk Producers' Association price is governed by the wholesale butterfat prices of the San Francisco producers.

Thus the producers during April received 25c per gallon for milk testing 3 per cent f. o. b. dealers' plants. May was about the same. There was no surplus during May and none is expected now. The association has asked the help of the Food Administration of the city of Fresno in a drive for larger milk consumption. High prices of feed, labor shortage and low prices for milk have cut down the production this year by almost 50 per cent.

Minneapolis and St. Paul

The Twin City Milk Producers' Association is receiving \$2.35 per hundred for 3.5 per cent milk, delivered at the dealers' plants in St. Paul or Minneapolis. The usual spring surplus is being made into cheese by the association, and much help is expected also from the campaign to increase milk consumption, which was put on in Minneapolis and Duluth during May and described in the June issue of Kimball's Dairy Farmer. This drive was put on in St. Paul during the first week in June.

Michigan.

The Michigan Milk Producers' Association, in connection with the milk commission, which met May 31st in Detroit, has announced the following schedule of prices for June: \$2.16 per hundredweight for 3.5 per cent milk, one cent for each hundred pounds is to be paid to the Michigan Milk Producers' Association fund and the rest goes to the producer. The July price will be \$2.56, one cent of each hundred pounds also going to the fund. This is for milk in the Detroit 15c zone and for the entire supply, no surplus being figured. The retail price for the city of Detroit was fixed at 12c per quart and 7c per pint for June, and 13c per quart and 7c per pint for July. The United States government is co-operating with the Milk Producers' Association and milk buyers of Michigan for the biggest campaign in an education of the people to the proper food value of dairy products. The Michigan people intend to put this over in a bigger way than has ever been attempted in the United States. The co-ordinated effort of the producers and distributors of the Detroit area is particularly commendable and unique for, since its inception several months ago, it has continued in the most harmonious manner. The press of the state and the organized bodies are giving their aid to a constructive campaign for milk consumption. Much is hoped for as a result of this campaign.

Southern Illinois.

The Southern Illinois Milk Producers' Association members, shipping chiefly to St. Louis, are receiving \$1.80 per hundred pounds for milk testing 3.5 per cent, f. o. b. country plants. The surplus is no more than usual this year. The Food Administration is not doing anything to increase consumption in the St. Louis area. Dairymen are convinced that there will be a shortage of milk next winter if the industry is not more adequately compensated for milk and milk products than at present. They argue that other commodities are produced at cost plus a profit, but milk is not.

FROM OUR FILES.

May 10, 1918.

Dr. A. W. Gilbert, Sec'y.,
N. E. Regional Milk Commission,
State House, Boston, Mass.

Dear Sir:—

I congratulate you upon your appointment as administrator for the New England Milk Commission.

I am especially pleased that the administration of the surplus plan propounded by the Commission is placed in the hands of one so thoroughly conversant with the New England Dairy situation and one whose interest in promoting the welfare of the industry is beyond question.

I believe that the producers will appreciate the selection of an administrator whose ability and integrity cannot be questioned.

Former surplus plans have been so

LARROWE FEEDS ARE GUARANTEED

Dairymen who have used LARROWE FEEDS need no other evidence of their superiority. The fact that LARROWE FEEDS are guaranteed assures dairymen that in these feeds they secure the very best results obtainable.

For years LARROWE FEEDS have been recognized among leading dairymen as

The Standard of Excellence

Avoid disappointment and the uncertainty of feeding a ration that is not backed by the guarantee of the manufacturer. Insist that your dealer supply you with LARROWE FEEDS—and you will solve your feeding problems. You take absolutely no risk—your dealer is authorized to refund your money if any of the LARROWE FEEDS fail to give you the results that we claim for them.

The Larrowe Milling Company

3902 Larrowe Bldg.

Detroit, Michigan

For Sale
at Leading
Feed Stores



Conserve Labor

Increase Milk Yield and Food Production

Through a

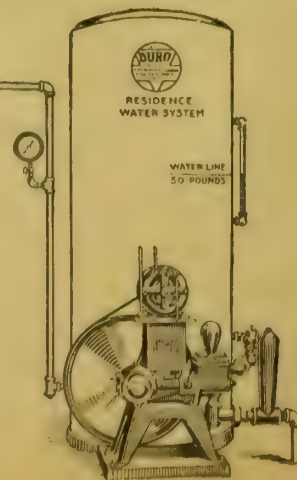
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Farm Water System**

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110 PEARL ST., BOSTON

FRED. W. GOLDTHWAIT, Manager



much abused that the mere mention of a "surplus" is like waving a red flag before a bull. Your duties will be more difficult by reason of this attitude. Your selection, and the wisdom and honesty with which you will administer the plan, will do much toward overcoming the prejudice and insuring the success of what we hope will prove a constructive adjustment in the dairy problem.

Yours very truly,
RICHARD PATTEE,
Manager.

RP-MC

CHAMBER OF COMMERCE

Boston, May 14, 1918.

Mr. Richard Pattee, Sec'y,
New England Milk Producers' Assn.,
26 Broad St.,
Boston, Mass.

Dear Sir:

Thanks for your letter of May 10 and the sentiment expressed. I wish to assure you, and through you the milk producers of New England, that the surplus plan recently promulgated by the Regional Milk Commission will be administered without fear, or favor, in accordance with the exact facts.

I hope that the proper administration of this plan will remove the prejudice which now exists against any surplus plan by reason of the abuses of former arrangements. I believe that this plan properly administered is a constructive step in the solution of the New England dairy problem and you and the Association are to be congratulated upon your willingness to accept the judgment of the Commission in this matter and to co-operate in making the plan satisfactory. I am glad the producers were sufficiently far

sighted to waive objections based on prejudices against former situations, not comparable to present ones. The success of your organization and its leadership, will depend in my judgment, upon a fearless stand for the welfare of the industry, despite popular prejudice or opposition.

I shall be glad to co-operate in every way in promoting the welfare of your organization, believing as I do, that organization is essential to the welfare of the dairymen of New England and that the N. E. M. P. A. has been so handled as to be worthy of their membership and support.

Yours very truly,
ARTHUR W. GILBERT,
Milk Administrator.

AWG:EGL

NEW ENGLAND MILK AND DAIRY FARM EXPOSITION

(Continued from Page 2.)

Henry S. Turner, Pres. R. I. Milk Producers' Assn., Greenville, Ct.

J. G. Schwinck, Sec. Conn. Dairymen's Assn., Meriden, Ct.

W. J. Thompson, South China, Maine, Master State Grange.

Fred Rogers, Meriden, N. H., Master State Grange.

W. N. Cady, Middlebury, Vt., Master State Grange.

Leslie R. Smith, Hadley, Mass., Master State Grange.

Sayles B. Steere, Chepachet, R. I., Master State Grange.

Frank E. Blake, Oronoque, Ct., Master State Grange.

James G. Watson, Sec. Ayrshire Breeders' Assn., Brandon, Vt.

Wm. H. Caldwell, Sec. The American Guernsey Cattle Club, Peterboro, N. H.

F. L. Houghton, Sec. Holstein-Friesian Assn., Brattleboro, Vt.

R. M. Gow, Sec. American Jersey Cattle Club, 324 23rd St., New York.

F. J. Curtin, Sec., N. E. Milking Short Horns Assn., Dalton, Mass.

Arthur W. Sagendorf, Breeder, Ayrshires, Spencer, Mass.

F. L. Ames, Breeder, Guernseys, North Easton, Mass.

D. W. Field, Breeder, Holstein-Friesians, Montello, Mass.

C. I. Hood, Breeder, Jerseys, Lowell, Mass.

Fred L. Crane, Breeder, Dairy Short Horns, Dalton, Mass.

John Alden, Treas. Alden Bros. Co., 1171 Tremont St., Boston.

E. L. Bradford, Treas. Turner Centre Dairying Association, Auburn, Me.

C. H. Hood, Pres. & Treas. H. P. Hood & Sons, 494 Rutherford Ave., Charlestown.

Chas. F. Whiting, D. Whiting & Sons, 570 Rutherford Ave., Charlestown.

John K. Whiting, Treas. C. Brigham Co., 158 Mass. Ave., Cambridge.

Arthur L. Whittemore, Pres. Boston Milk Dealers' Asso., Roslindale, Mass.

Robert M. Burnett, Deerfoot Farms Dairy, Southboro, Mass.

George H. Ellis, Wauwinet Farm, West Newton & Barre, Mass.

Geo. W. Franklin, Mgr., Walker-Gordon Lab. Co. 1106 Boylston St., Boston.

W. P. Sutton, Mansion House Ice Cream Co., Pres. N. E. Assn. of Ice Cream Dealers, Cambridge, Mass.

Mr. Slayton, Slayton & Boynton, Blackstone St., Boston (Butter int.)

Chas. S. Tenney, S. S. Pierce Co., (Cheese int.) Boston, Mass.

Geo. Wm. Bentley, Pres. Geo. Wm. Bentley Co., (Cond. milk int.) Boston.

J. H. Hegan, H. A. Johnson Co. (Powd. milk int.) Boston, Mass.

P. R. Ziegler, Sec. Wright-Ziegler Co., (Dairy equip.) Boston.

"I would certainly be ashamed to continue to accept the very great benefits gained by the Association for the producers, without doing my part toward paying for them." Thus writes a N. H. member who doesn't intend to ride and let someone else pay his fare.

WE FED YOUR COWS



Almost every high American record for fourteen years with any breed was made with our Ajax Flakes as an important base of the grain ration.

Unicorn Dairy Ration is the only feed that contains Ajax Flakes.

You can hardly find a pure blood whose maternal ancestors were not fed on Ajax Flakes or Unicorn Dairy Ration.

Unicorn is recognized as a safe, efficient and economical dairy feed.

Unicorn during the past year made more high records than any other brand of feed.

Unicorn really costs less per pound of milk or fat produced than other feeds.

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OUR ACCOUNTING SYSTEM

Designed for Milk and Ice Cream Plants
Installed in many of New England's
largest plants, among them

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FARMERS DAIRY CO., Bridgeport, Conn.

HUBER ICE CREAM CO., Bridgeport, Conn.

SEMON ICE CREAM CO., New Haven, Conn.

TORRINGTON CREAMERY CO., Torrington, Conn.

CONN. MILK PRODUCERS ASSOCIATION, Hartford, Conn.

HIGHLAND DAIRY CO., Hartford, Conn.

FRANKLIN CO. CREAMERY & CONDENSED MILK CO., Bangor, New York.

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Increase milk production by feeding silage. Get the silos used by the U. S. Gov't, the latest improved, perfectly built and storm-proof

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Send postal for the new free book, "Saving with Silos," written by recognized authorities on silage production and feeding. A valuable authoritative dairy guide. Free.

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The Great Dairy Question—

Where Is My Profit

Feeding grain to your cows is what eats your profits. International Special Dairy Feed not only saves the grain for you to sell at present high prices but also brings you more milk. Many dairymen report getting two quarts more from each cow every day because they feed this milk-making ration.

INTERNATIONAL Special Dairy Feed

costs less per ton than grain. It is a scientific blend of choice grain products, cottonseed meal and molasses. It stimulates the appetite, keeps the bowels open and the cows in good health. And it is guaranteed to increase the flow of milk.

Order NOW! You can't afford to keep on losing money. So don't pass up this opportunity to make money and lots of it. Go to the nearest International dealer and order a ton. If you can't find one, send your order direct. Act now before the growing demand makes it harder to get. **Agents Wanted.**

INTERNATIONAL SUGAR FEED CO.

Minneapolis, Minn.

Mills at Minneapolis and Memphis

and the answer is—THERE!



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More Capacity; Better Looks

The LATEST and BIGGEST silo success is the GREEN MOUNTAIN with this new, red hip roof.

It will add dignity and beauty to any group of farm buildings. This new roof adds enough capacity to insure a full silo after settling. Spruce frame, with red creosote dipped siding of Pacific Coast red cedar. Completely fitted at factory.

Unbreakable rubberglass window. Shipped in sections; easy to put together. Supplied on any size Green Mountain silo or can be used on other makes of standard sizes. The best silo "buy" of the year.

Write today for full description, circulars, etc.

CREAMERY PACKAGE MFG. CO.

364 WEST ST., RUTLAND, VT.

GREEN MOUNTAIN

STANDARDIZED MILK

The following definition of Standardized milk is proposed by the U. S. Committee on Definitions and Standards.

"Standardized Milk, adjusted milk, is milk of which the original fat content has been changed by partial skimming, or by the addition of skimmed milk, cream, or milk rich in fat to maintain a declared percentage of milk fat. It contains not less than three and seventy-five hundredths percent (3.75%) of milk fat."

This definition would establish standardized milk as a legitimate commodity in interstate commerce.

At a recent meeting in Washington, Messrs. Bradford and Tucker of Maine and Pattee of the N. E. M. P. A. after discussion with the committee filed the following memorandum.

1. Condition of the Dairy Industry in New England.

Dairying in New England is mixed with other forms of agriculture. There is no one breed of cows that very largely predominates. The butter fat test varies widely in different herds.

The production of milk testing high in butter fat is the most economical. (See Putnam exhibit 8, page 111, Vol. 1, Federal Milk Commission, Boston, Mass., December 18, 1917.) Such economy in production is discouraged in the sale of market milk by reason of the fact that the excess of fat over market requirements does not bring a price representing its value. The removal of any fat in excess of market requirements from milk sold as milk is, we understand, unlawful. Were it lawful, such excess removed and sold separately at its market value or used with skimmed milk to bring it up to market requirements, would yield an added income from cows producing milk high on butter fat test and encourage the economical production of food units.

2. Effect on Consumers.

Consumers would not suffer in the removal and separate sale of butter fat in excess of the market requirement from milk sold in any market because:—

(a) Such removal would be under processes open to inspection and proper safe guard by health and other public authorities.

(b) It would establish a uniform quality in the milk consumed, especially desirable from the standpoint of health, more particularly among infants.

(c) Standardized milk would ordinarily carry a larger amount of food value per unit than natural or non-standardized milk of the same butterfat content, because milk reduced to a fixed percentage of butter fat is heavier in the other food values.

(d) It would be easier to establish a fair and reasonable price on milk if it contained fixed and definite amounts of the elements of food value.

3. Lack of Uniformity in Milk Standards.

Much of the milk consumed in New England is produced in states other than where consumed. There is a lack of uniformity in the butter fat requirements for market milk in the several states. What is milk in one state may not be milk in another state, a confusion which should be clarified. (See State Standards.)

4. Legislation Necessary.

In order that uniformity may be had under legal standards it is proposed, by the interests involved to seek before all New England legislatures, acts establishing uniform standards and permitting milk containing an excess of fat above the requirements to be reduced to such requirement by the removal and separate sale of the excess butter fat.

5. An Interstate Proposition.

As most of the milk consumed in New England markets originates in other states, such milk becomes subject to Federal regulation and the legislation in the states involved must be based on and conform to the laws and rulings of Federal authority. Such laws and rules must therefore pre-

cede local or state action in New England.

6. Laws and Rulings Should Suit Conditions.

Federal laws and rulings and local legislation should take into consideration and be adapted to conditions in the industry in the territory to which applied. To define as a commodity and authorize the sale of a product in such wise as to defeat its sale would nullify the purpose of such definition or authorization.

Under present conditions the requirement of New England states is generally satisfied with 3.5% butter fat.

To have two standards, one for inter state (3.75%) and one for intra state (3.50%) would be confusing and illogical since the New England markets are supplied by both inter state and intra state production. The demand for butter fat in milk in New England being satisfied by a test of 3.5%, it is our judgment that the Federal requirement for a larger percentage in standardized milk would not be justified.

MILK PRODUCERS MUST CHANGE METHODS.

The increased price of milk in New England has brought with it a change in conditions and the milk producers must keep abreast of the times to be able to cope with the situation.

Milk for the Boston and other New England markets was formerly all sold in 8 1-2 quart cans and the producers equipped themselves for handling milk in that size package, while at the present time the bulk of the product is handled and shipped in 40 quart cans.

The 40 quart cans have certain advantages over the 8 1-2 quart size. More milk may be drawn on a load and delivered at the station more rapidly, as we all know what happens when a wooden plug is tightly driven in an 8 1-2 quart can. A man's patience becomes exhausted and remarks which follow would not look good in print. Besides the delay in handling the small size cans the large milk dealers have found it impossible to weight the milk when it is received in the city, because of the time required in extracting the stopper and emptying the cans.

We all know that milk should be weighed, sampled and tested. This has been advocated by the Agricultural schools and all dairy authorities as well as the officers of the N. E. M. P. A., but very little milk is weighed and tested in Boston, except occasionally, and it behooves the producers to do their part to bring about a change in the matter. So long as the producers insist upon delivering milk in the small cans, so long will it be impossible to have the milk sold on a butterfat basis, which is the only correct way, as it will give the producer who has a herd of "Jersey" or "Guernsey" cows just what belongs to him and likewise it will also give the man with a herd of cows testing low in butterfat what belongs to him, while under past conditions and present conditions to some extent, the man with high testing cows supplies rich milk to build up that which is poor.

The small 8 1-2 quart cans have one advantage. The milk will cool more quickly than in those holding 40 quarts, and producers must provide means for cooling the milk in large

cans, as it is reported that many are trying to cool the 40 quart cans in the same water tanks in which they formerly cooled the 8 1-2 quart cans.

It must be remembered that the cooling of milk is absolutely necessary and every milk producer should provide ice and a cooling tank deep enough to allow water to come up to the neck of the cans. In the past much sour milk was accepted by the dealers as it could be used for some purpose, but the higher the price of milk the less will be used for manufacturing purposes, therefore the necessity of delivering milk that may be used for the city milk trade.

Those who are not in position to properly cool their milk and who deliver milk which cannot be used as market milk will probably have to take the losses.

As this is the time of the year when preparation should be made for next summer, it is considered the opportune time to draw the attention of the milk producers of New England to this matter and action on their part will result in gain to them.

B. D. WHITE.

THE FOLLOWING DEALERS HAVE APPLIED FOR BONDS UNDER THE NEW HAMPSHIRE LAW.

Narcisse Clermont, 179 Ludlow street, Lowell, Massachusetts.

Acton Farms Milk Company, Somerville, Massachusetts.

A. W. Cummings & Son, 11 Cutter avenue, West Somerville, Massachusetts.

Francis S. Cummings, West Somerville, Massachusetts.

Childs Bros., 500 Lexington avenue, Waltham, Massachusetts.

Elm Spring Farm Company (G. W. Barrows), Waltham, Massachusetts.

Fred E. Giles, Somerville, Massachusetts.

Frank W. Laroe (not to bond), Beverly, Massachusetts.

Samuel E. Paige, Dorchester, Massachusetts.

Walter M. Perry, Cliftondale, Massachusetts.

John A. Redmond, Mattapan, Massachusetts.

Rockingham Milk Company, Charlestown, Massachusetts.

Wason-McDonald, Haverhill, Massachusetts.

Charles G. Lord, Melrose, Massachusetts.

Bonded in June.

Grafton County Dairy Co., Southboro, Mass.

PAPEC ENSILAGE CUTTER
"It Shreds and Slices"

ENSILAGE TO THE FRONT

Was your Silo really full when you began winter feeding? The average Silo when filled in a hurried fashion settles about one-fourth. If you'd like to know how the upper fourth of Your Silo can be made to pay \$75 to \$150 year, extra, write for our 1918 catalogue to-day—it's free for the asking.

PAPEC MACHINE CO.
136 Main St., Shortsville, N.Y.
25 Distributing Stations

UNADILLA SILOS
On the Best of Farms

Unadilla users are its greatest endorsers. And no better testimonial of its superiority is needed than its long list of prominent users. The Unadilla wins out among the nation's most successful dairymen and stockmen as it won out with N. Y. State, U. S. Government and County Farms.

To insure delivery, to get special discount on early orders—send now for catalog, prices, agency offer.

Box X

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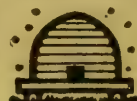
● INGERSOLL PAINT BOOK—FREE

Tells all about Paint and Painting for Durability. Valuable information FREE TO YOU with Sample Cards. Write me. DO IT NOW. I WILL SAVE YOU MONEY. Oldest Ready Mixed Paint House in America—Estab. 1842.

O. W. Ingersoll, 235 Plymouth St., Brooklyn, N.Y.

Wise Bees Save Money—Wise Folks Save Money

Interest
Begins
Oct. 10



Interest
Begins
Oct. 10

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Clean and Clear
as Water



"Awarded
Gold Medal
Pan-Pac. Expo."

For Milking Machines

B-K keeps rubber tubes and teat cups sweet and clean. It penetrates milk solids and makes milker parts easier to clean—kills the bacteria that spoil the milk.

B-K leaves no taint or taste of itself—makes rubber parts last longer—does not injure metal—is the cheapest in actual use. Sold under absolute guarantee.

Recommended by all Milking Machine Manufacturers

B-K has been used by thousands of milking machine owners including certified milk producers with complete satisfaction for over six years. It is the original purifier.

Get B-K today—end cleaning troubles and sour milk losses. If your dealer does not have B-K send us his name with your order. We have a dealer near you.

Send for information—"trial offer"—and dairy farm bulletins.

General Laboratories

3506 So. Dickinson St., Madison, Wis.

TANGLEFOOT

THE NON-POISONOUS
FLY DESTROYER

Safe Sanitary, Sure

Catches 50,000,000,000 flies each year

JUST FIGURES

WHITING

Zone	Price cwt. May 8, '17	Price cwt. May 8, '18	Gain
3	\$2.041	\$2.686	.625
4	2.026	2.635	.609
5	2.005	2.605	.60
6	1.993	2.577	.584
7	1.965	2.551	.586

HOOD

Old Line Territory

Zone	Price cwt. May '17	Price cwt. May '18	Gain
2	\$2.09	\$3.067	.977
3	2.052	2.686	.634
4	2.024	2.655	.631
5	1.991	2.625	.634
6	1.969	2.597	.628
7	1.942	2.571	.629

Should Skim Milk Be Used in Fixing Percentage of Butter Fat.

(From Boston Globe, Mar. 21, 1918.)

The Legislative Committee on Agriculture and Public Health considered jointly at a public hearing today a bill to provide for the standardization of milk and the repeal of last year's act for the pasteurization of milk.

The Boston Milk Dealers' Association was represented by Cornelius A. Parker as counsel. During the hearing Francis S. Cummings of Somerville, an independent dealer, said that the entire gist of the matter was whether skim milk could be mixed with other milk in order to fix the percentage of butter fat.

At the beginning of the hearing Mr. Parker explained the situation as preliminary to bringing on his numerous witnesses to demonstrate the need and the rightfulness of allowing milk to be standardized. He said that the common standard of milk is 3.5 percent of butter fat, though the legal standard is 3.35. Most milk in a natural state runs from 3.5 to 3.7. People would be willing to pay more for a higher percentage of butter fat.

Senator Hart of Worcester, chairman of the Health Committee, made the point that milk was cheap for food at any price less than 21 cents a quart.

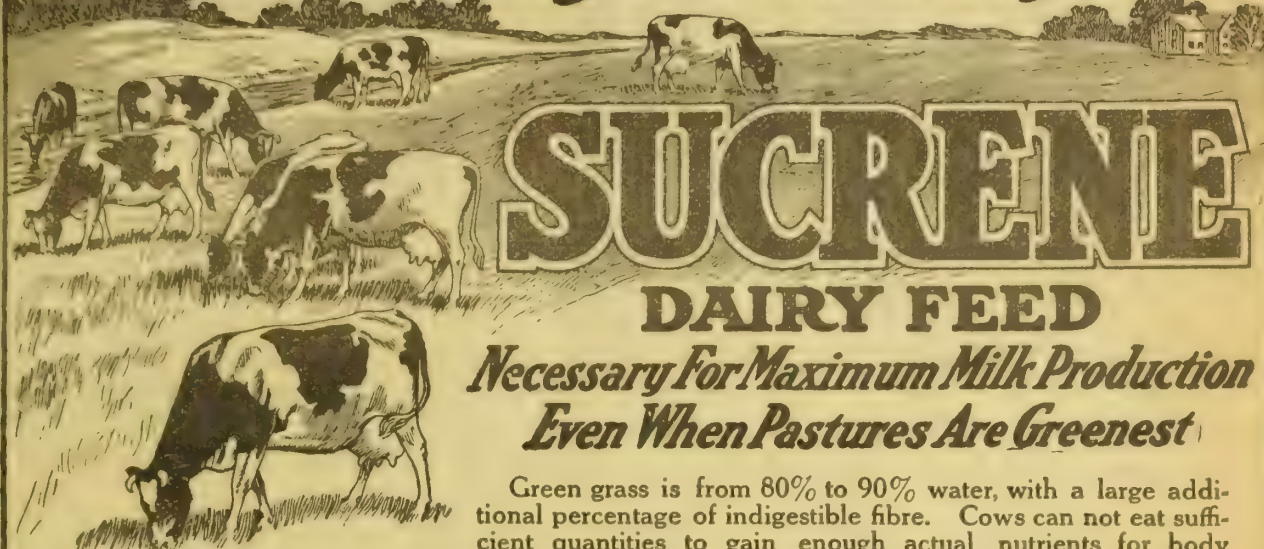
Mr. Parker said that the sale of milk depended upon educating the public to its food value. Many New York people have been educated to the point of using high-grade milk at fancy prices. The Massachusetts Agricultural College sells certified milk at a standard of 4 percent butter fat and experts say that figure ought to be the standard. The college produces higher grade milk and reduces it to 4 percent by mixing natural Holstein milk with it, but ordinary dealers have no such facilities. If they sell milk with a high percent of butter fat, they are making their customers a present of just so much money's worth, and it wipes out the small margin of profit and tends to drive them out of the business. Standardized milk can be made by mixing skim milk, which is all right commercially, but wrong legally; so that milk with a higher food value would be illegal, whereas milk with lower food value would be legal.

Replying to the committee, Mr. Parker said that he did not think that butter and skim milk could be mixed so as to make a marketable article. The chairman of the New England Regional Milk Commission and a majority of its members believe that the only solution of the milk problem is in the passage of a law to permit standardization.

Arthur L. Whittemore, president of the Independent Milk Dealers' Association, said that the dealers have to buy their milk on a butter fat test and that it ought to be recognized as the legal standard. Every day the dealers are mixing good and poor milk in order to equalize the fats, and it should be lawful to mix skim milk.

Dr. H. F. Ryder of Turner Center, for the local association there, and Theodore B. Grant, a Boston milk distributor, supported the standardization proposition.

Grass Only Takes the Place Of Silage and Hay



SUCRENE DAIRY FEED

Necessary For Maximum Milk Production Even When Pastures Are Greenest

Green grass is from 80% to 90% water, with a large additional percentage of indigestible fibre. Cows can not eat sufficient quantities to gain enough actual nutrients for body maintenance and persistent maximum milk yield.

"If the cow is fed no grain while on pasture she must draw upon her body reserve," says one high authority, "and this the stimulating character of grass impels her to do, with the result that, though she may yield heavily while on pasture, she unfits herself for large work later in the year, and it is difficult to rebuild the body reserve to a point where she will yield well the next lactation period."

Sucrene Dairy Feed Maintains Cow's Body Reserve for Heavy Milk Yield All Year

When fed to cows on pasture Sucrene Dairy Feed supplies the additional nutrients necessary to keep up the animal's normal strength and vigor for continuous maximum productiveness.

Sucrene Dairy Feed is a scientifically balanced, complete milk ration in molasses, cottonseed meal, corn gluten feed, ground and bolted grain screenings, clipped oat by-product, corn distillers' dried grains and solubles, palm kernel meal and small percentages of calcium carbonate and salt.

GUARANTEED ANALYSIS: 16½% Protein; 3½% Fat; 46% Carbohydrates; 14% Fibre.

Palatability, variety, a high degree of digestibility and guaranteed uniformity distinguish Sucrene Dairy Feed and make it a permanent profit maker in the dairy.

Sucrene Dairy Feed does not sour in hottest weather. Our method of mixing the molasses makes a mealy feed, not sticky, easy to handle.

If you have never tried feeding Sucrene Dairy Feed to cows on pasture you have a big surprise in store for you. Give it a trial. Order a ton from your dealer. If he does not handle it write us his name and we will see that you are supplied. Fill out and mail us the coupon for information on Sucrene Feeds, and for booklets giving valuable information on care and feeding of farm animals.

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(Sucrene Feeds for All Farm Animals—17 Years the Standard)



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Please send me illustrated literature on feeds checked below:
☐ Sucrene Dairy Feed
☐ Sucrene Calf Meal
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My Dealer's Name.....
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with the assistance of an Ideal Silo, in which you always find economy, convenience, strength, simplicity and sweet wholesome ensilage. The Ideal Lasts and Lasts.

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TOP QUALITY



BOTTOM PRICE

BALED SHAVINGS

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.



Send NO Money!

We will gladly send you a pair of NATIONAL FARM SHOES to try on and inspect. They are powerfully built, full of solid wear. The uppers are selected leather stock, easy as velvet on tender feet. Customers write that the "Indestructo" double leather sole wears six months. Don't trouble about making out your check. Simply fill in coupon. Do not pay for shoes till they arrive. They will come at once DIRECT TO YOU from the Shoe Market of the World. That is why the price is only \$3.35. Slip these wonderful shoes on in your own home. Feel how soft and easy they are! Why pay more? If these shoes aren't the greatest bargain you ever saw, send them back and we'll return your money at once. YOU are the Judge and Jury of their Style, Comfort and Quality. Use the Coupon today. Get your pair of these wonderful shoes while this offer holds good.



SEND

only the coupon, no money. That brings these splendid shoes to you, at once, prepaid.

Black or Tan All Sizes
BOSTON MAIL ORDER HOUSE, Dept. D
Beach & Albany Sts., Boston, Mass., U. S. A.

BOSTON MAIL ORDER HOUSE, Dept. D
Beach & Albany Sts., Boston, U. S. A.
Dear Sirs: Send me pair of National Farm shoes prepaid. I will pay only \$3.35 on arrival and examine them carefully. If I am not satisfied in every way, I will return them and you will refund my money.

Size.....Color.....

Name.....
Address.....

NOW When Pastures Are SHORT

You Can Keep Your Cows up to the Fullest Flow

and make your milk checks show a handsome profit, even if your pastures are short, if you will adopt SCHUMACHER FEEDING PLAN.

Thousands of dairymen have solved their summer feeding problems and become entirely independent of the varying pasture conditions which confront them each summer, due to drought, hot sun, flies, etc., by feeding their cows the dairymen's "stand-by" SCHUMACHER FEED in conjunction with our high protein feed—BIG "Q" DAIRY RATION.

Too much is expected from pasturage as a rule. We forget about the hot sun and flies—and that cows spend a big part of the time in the field standing in shade (if they can find it) fighting flies. No wonder their milk flow drops off. Now is the time

SCHUMACHER FEED

and BIG "Q" DAIRY RATION will yield you a handsome profit—not only by preventing shrinkage in the milk flow now, but in keeping up larger yields during the fall and winter months. Also you will put the physical condition in better form for the next freshening period.

SCHUMACHER FEED is a "constitution" builder. Its high nutritive value provides the energy, vim and vigor necessary for the animal to keep going strong during the hot, "short pasture" season. SCHUMACHER FEED (as the carbohydrate ration) has more world Champion Milk and Butter records to its credit than all other feeds combined—it is the best known and widely used dairy feed in the world.

BIG "Q" DAIRY RATION is remarkable for the quality of its protein content, and the two combined form the most satisfactory ration—easiest to balance to suit individual requirements—that you can find. Feed BIG "Q" for milk—SCHUMACHER for condition.

If your dealer cannot supply you, write to us.

The Quaker Oaks Company

Address
Chicago
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THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS
Issued by the New England Milk Producers' Association

Volume 2. Number 5.

BOSTON, MASS., AUGUST, 1918

50 Cents Per Year

BOSTON PRICE

8⁵/₈c. Quart
For August and September

(See Schedule Zone Prices Page 2)

PRICES FOR JULY BY DEALERS OPERATING ON SURPLUS PLAN

LOOK OUT

We give herewith schedule of whole milk prices (1st column below) to be paid by all dealers not operating under the surplus plan. We also give the names and prices to be paid by dealers operating under the surplus plan. No dealer except those named is entitled to any allowance from the whole milk price below, until they have gone before the Milk Administrator with sworn statements proving themselves entitled to an allowance. If any dealer except those named below attempts to settle at less than the whole milk price named let us know.

N. E. M. P. A.

Richard Pattee, Manager.

	F. O. B. Boston		
	Surplus	Prices	
	%	100 lbs.	Qt.
Hood	25.65	\$3.435	.0738c
Whiting	34.134	3.271	.0703
Turner Center	40.809	3.572	.0768
Alden Bros.	44.173	3.45	.0741
Acton Farms	3.028	3.661	.0786
F. S. Cummings	6.005	3.705	.0797
Westwood Farms	13.5	3.523	.0757
Plymouth Creamery	39.4	3.524	.0758
Grafton County Dairy Co.	19.87	3.479	.0748
J. M. Hager & Son	25.69	3.459	.0744
Frank E. Boyd	23.77	3.481	.0748
1st zone price 1c, 2nd zone price 1/2c qt. higher.			

MILK MEETINGS

Commission to Meet Producers

District Meetings Being Arranged to Secure Evidence of Production Costs

**FIRST MEETING TO BE HELD AT WELLS RIVER, VT. OR
WOODSVILLE, N. H., SEPTEMBER 11**

At the request of the NEMPA, supported by other agricultural interests, the Regional Milk Commission for New England will hold meetings to meet the milk producers of New England and secure evidence as to cost of production.

Notices will be sent to all Presidents and Secretaries of County and Local Branches giving date and place of meeting.

The plan is to make each of these meetings a great dairy convention for the region covered. The Commission relies on the farmers to attend these meetings and present facts on which it can award prices.

We ask every milk, butter, cream and cheese maker of New England to attend one, at least, of these meetings.

NEW ENGLAND MILK PRODUCERS' ASSOCIATION.

Prices per Cwt. at Country R. R. Station

Zone	Whole Milk	Hood	Whiting	Turner Center	Alden	Acton Farms	F. S. Cummings	Westwood Farms	Plymouth Creamery	Grafton County Dairy Co.	J. M. Hager and Son	F. E. Boyd
1	3.982	3.639	3.476	3.776	3.654	3.865	3.909	3.727	3.728	3.683	3.663	3.684
2	3.714	3.371	3.207	3.508	3.386	3.597	3.641	3.459	3.460	3.415	3.395	3.417
3	3.328	2.985	2.821	3.122	3.000	3.211	3.256	3.073	3.074	3.029	3.009	3.031
4	3.290	2.947	2.783	3.084	2.962	3.173	3.217	3.035	3.036	2.991	2.971	2.992
5	3.258	2.914	2.751	3.051	2.929	3.140	3.185	3.002	3.003	2.958	2.938	2.960
6	3.225	2.882	2.718	3.019	2.897	3.108	3.152	2.970	2.971	2.926	2.906	2.927
7	3.192	2.849	2.685	2.986	2.864	3.075	3.120	2.937	2.938	2.893	2.873	2.895
8	3.160	2.817	2.653	2.954	2.832	3.043	3.087	2.905	2.906	2.861	2.841	2.862
9	3.133	2.790	2.626	2.927	2.805	3.026	3.060	2.878	2.879	2.834	2.814	2.836
10	3.106	2.763	2.599	2.900	2.778	2.989	3.034	2.851	2.852	2.807	2.787	2.809
11	3.080	2.737	2.573	2.874	2.752	2.963	3.010	2.825	2.826	2.781	2.761	2.782
12	3.053	2.710	2.546	2.847	2.725	2.936	2.980	2.798	2.799	2.754	2.734	2.755
13	3.032	2.689	2.535	2.826	2.704	2.915	2.960	2.777	2.778	2.733	2.713	2.734
14	3.005	2.662	2.498	2.799	2.677	2.888	2.933	2.750	2.751	2.706	2.686	2.708
15	2.979	2.635	2.472	2.772	2.650	2.861	2.910	2.723	2.724	2.679	2.659	2.681

All prices are for 3.5% milk; 4c per cwt. variation for each point of test; 2.3c additional per cwt. where producer furnishes cans from farm to R. R. Station

PROVIDENCE MARKET ADJUSTMENT

Price Schedules for April, May and June

One of the most complex and vexing problems the NEMPA has faced is the proper adjustment of prices in the Providence market. Providence is the second largest milk market in New England. It was in an extremely unsatisfactory condition and producers had started a local organization before the NEMPA appeared. These producers realized that their problem was more than a local one and promptly allied themselves with the New England movement, organizing locals of the NEMPA in the sections making milk for Providence and creating a market branch with a market committee headed by

(Continued on Page 7.)

WHY COUNTRY MILK PLANTS OWNED BY FARMERS

By Alexander E. Cance

"Will you not tell our members why you think the producers should own their own local milk plants," Secretary Pattee writes me. I'll be glad to.

To get down to bed rock let me ask you to focus your attention on some fundamentals of the milk business as at present carried on. 1. We have

here a very perishable product which, in the interest of health, must be marketed very quickly or manufactured and sold as butter, cheese or other by-products. 2. It is produced in comparatively small quantities on thousands of farms under very widely differing economic and sanitary conditions. 3. It must be collected

(Continued on Page 10.)

THE FEED SITUATION

Howard W. Selby, General Manager Eastern States Farmers' Exchange

The crop report for August first was released Thursday of last week by the Department of Agriculture. It estimates a loss of 171,000,000 bushels of corn and 13,000,000 bushels of wheat from the forecast of July first. Bumper crops, however, are predicted despite adverse weather conditions which have curtailed somewhat the heavy production indicated earlier in the growing season.

Much corn on the stock has been burned during the past ten days through the Nebraska-Kansas region by a prolonged hot wave. The total estimate of the corn crop on August first was 2,989,000,000 bushels and these figures will be reduced still further in the September report.

There are no offerings of wheat feeds at the present time. Food Administration regulations make it more profitable for the millers in the West to sell locally and receive the retail profits. The demand in those sections is fully equal to the present supply and in consequence we are unable to obtain any quantity of wheat feeds for shipment into New England. The Winter wheat crop is showing a heavy yield in many sections and we are combing the country carefully to secure our needs in bran and mixed feeds with the hope that we may be able to offer these commodities to your local associations in the course of the next couple of weeks.

Shall I buy my feeds now or wait until later, is the repeated inquiry which we receive. If the grain crops hold out as at present indicated and if transportation conditions are such as permit a ready movement of the grains, then the feed market should

be somewhat easier and perhaps lower later on. These are two big "ifs" and should either the supply or the transportation be unfavorable, it will be too late to secure your requirements. Many of the largest dairy-men and farseeing farmers are placing their orders now. Delay in ordering may enable you to get a somewhat lower price but it may also prevent you from getting your supply when it is most needed.

In previous years the farmers have depended on the local grain dealers for their supply of feeds at any time it was needed during the season. We now find that the local dealers are carrying very limited stocks because they are limited in their profits by the government. In former years we could secure a carload of feed in a very short time after placing the order because there was generally sufficient stock in transit. Under present conditions cars cannot be started from the West without the final destination being given. This means that the source of supply is removed further away by from two to three weeks. These reasons make it highly important that the farmer who has been accustomed to buy one month's supply ahead to increase that supply so that it will last him at least two months and the larger dairymen in proportion.

Wheat feeds cannot be secured before next month. Many of the Ready rations are advancing with the corn market and early ordering is advised. Oats should find their level early in September and with the big crop now being harvested, prices should be slightly lower then.

PRICES AT LEWISTON AND AUBURN, MAINE

In response to a request from the Milk Dealers' Association of Lewiston and Auburn, Me., that the prices be fixed for the purchase and sale of milk in the above-named cities, a sub-committee from the Federal Milk Commission for New England gave due notice for a hearing and a public hearing was given in the rooms of the Lewiston Chamber of Commerce, Lewiston, Maine, July 24, 1918.

After considering the report of the sub-committee on the evidence submitted, together with evidence already in possession of the Commission from other similar localities, the Federal Milk Commission for New England established the following prices for milk in Lewiston-Auburn, Maine, during August and September, as follows:

1. The producers under the surplus plan as now in force shall receive for that portion of their milk known as "whole milk" the zone price based on the f. o. b. Boston price for August and September. If milk is purchased by weight and test, a premium for butter fat of 4c per point in excess of 3.5% shall be paid or a reduction shall be made of 4c a point butter fat below 3.5%.

2. Prices charged by distributors for bottled milk delivered to family trade as follows:

Quarts12 1-2c
Pints7 1-2c

3. Prices charged by distributors for bottled milk delivered to stores:

Quarts11c
Pints6c

4. Prices charged by distributors

for bulk milk delivered to hotels and restaurants:

In 8-quart cans—1 to 10 cans, 11 1-8c per qt.

In 40-quart jugs—1 to 10 jugs, 10 3-8c per qt.

As the base price paid to producers of milk is the zone price based on the f. o. b. Boston price as established by the Commission, and as the difference between the cost of distribution in the Boston market and in the Lewiston-Auburn market has been determined by the Commission, it is recommended that future prices in Lewiston-Auburn be based on prices established for Boston less the following differentials:

Lewiston-Auburn Producers' Price equals Boston price less the zone L. C. L. freight, plus war taxes and the can and country charges agreed upon for the Lewiston-Auburn zone.

Lewiston-Auburn Price for Retail Quarts equals the price established for Boston District less 2 1-2c per quart.

Lewiston-Auburn Price for Retail Pints equals the price established for Boston District, less 1 1-2c per pint.

Lewiston-Auburn Price to Stores for Quarts equals the price established for Boston District less 2c per quart.

Lewiston-Auburn Price to Stores for Pints equals the price established for Boston District, less 1c per pint.

Lewiston-Auburn Price for Bulk Milk, Whether Delivered in 8-Quart Cans or 40-Quart Jugs equals the price established for Boston District, less 1.5c per quart.

By Order of
FEDERAL MILK COMMISSION
FOR NEW ENGLAND.
ARTHUR W. GILBERT,
Secretary.

SCHEDULE OF PRICES

In Effect During August and September

Zone	At R. R. Station Outside Massachusetts				Cwt. in
	Miles	8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans
3	41-60	.633	1.614	3.063	3.561
4	61-80	.622	1.599	3.030	3.523
5	81-100	.615	1.580	3.002	3.490
6	101-120	.608	1.566	2.974	3.458
7	121-140	.602	1.552	2.946	3.425
8	141-160	.595	1.537	2.918	3.392
9	161-180	.588	1.523	2.895	3.366
10	181-200	.582	1.509	2.872	3.339
11	201-220	.575	1.495	2.849	3.312
12	221-240	.568	1.480	2.826	3.285
13	241-260	.561	1.471	2.808	3.265
14	261-280	.555	1.457	2.785	3.238
15	281-300	.553	1.448	2.762	3.211

Zone	At R. R. Station Inside Massachusetts				Cwt. in
	Miles	8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans
1	1-20	.771	1.928	3.625	4.214
2	21-40	.719	1.802	3.395	3.947
3	41-60	.648	1.624	3.063	3.561
4	61-80	.642	1.609	3.030	3.523
5	81-100	.635	1.595	3.002	3.490
6	101-120	.628	1.576	2.974	3.458
7	121-140	.627	1.562	2.946	3.425
8	141-160	.620	1.552	2.918	3.392
9	161-180	.613	1.538	2.895	3.366
10	181-200	.612	1.524	2.872	3.339

Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station, a premium of 2.3c. per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

DEDUCTIONS

TABLE I.

Table Showing the Total Deductions by Zones for Station Expense, Can Service and Transportation on Inter-State Shipments. Transportation Charges Figured on the Basis of the Increased Freight Tariff Which Became Effective June 25th, 1918.

Zone	Miles					Cwt. in
		8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans	
1	1-20	.0620	.1277	.225	.2615	
2	21-40	.0720	.1477	.255	.2964	
3	41-60	.099895	.219437	.3868	.449655	
4	61-80	.111395	.233687	.4198	.488017	
5	81-100	.118095	.252937	.4478	.520555	
6	101-120	.124795	.267187	.4758	.553055	
7	121-140	.131495	.281437	.5038	.585667	
8	141-160	.138195	.295687	.5318	.618217	
9	161-180	.144895	.309937	.5548	.644955	
10	181-200	.151595	.324187	.5778	.671655	
11	201-220	.158295	.338437	.6008	.698355	
12	221-240	.164995	.352687	.6238	.725155	
13	241-260	.171695	.361937	.6418	.746055	
14	261-280	.178395	.376187	.6648	.772755	
15	281-300	.180095	.385437	.6878	.799567	

TABLE II.

Table Showing the Total Deductions by Zones for Station Expense, Can Service and Transportation on Intra-State Shipments.

Zone	Miles					Cwt. in
		8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans	
1	1-20	.0470	.1177	.225	.2615	
2	21-40	.0570	.1377	.255	.2964	
3	41-60	.084695	.209437	.3868	.449655	
4	61-80	.091395	.223687	.4198	.487955	
5	81-100	.098095	.237937	.4478	.520555	
6	101-120	.104795	.257187	.4758	.553055	
7	121-140	.106495	.271437	.5038	.585655	
8	141-160	.113195	.280687	.5318	.618155	
9	161-180	.119895	.294937	.5548	.644955	
10	181-200	.121595	.309187	.5778	.671655	

BACK UP THE N.E. M.P.A.

The farmer will not secure the position and returns to which he is entitled until he demands them. He must lift himself into a better position. It will not be done for him. Organization is the only way. United action is the only method that will get results.

No organization has accomplished as much for the farmers, especially in so short a time, as the NEMPA. The letters coming to the office show

that milk producers realize this. It deserves the backing of every milk producer. Every effort should be made to increase the membership and secure more financial support so that the plans for still greater benefits may be pushed through.

Every milk producer who has become a member of the Association and has not signed the DUES ORDER on his dealer for the deduction of dues should cut out the dues order in the Dairyman, fill in the name of his dealer, sign and send it to the office 26 Broad street, Boston, Mass.

WHAT DOES IT COST?

What Do You Pay For What Goes Into Milk

Every Producer Can Help by Filing Simple Statement of Local Prices

The Regional Milk Commission sent out a list of questions last month asking producers to answer them under oath and send them in within five days.

Over 2000 such statements came in on time and 700 came in too late. All things considered it was a splendid response. The figures were tabulated and analyzed by Prof. Bouteille of New York. (See cost figures on page 8.) The figures submitted led to a price of 8 5-8c per quart for August and September, the highest price in the country and higher than Jan., Feb., and March.

Now the Commission has prepared a list of questions which it wants answered and sworn to as a basis of price making for October, November and December.

The NEMPA asks that every member fill out this blank and send it in. If there are any questions you cannot answer, just omit them. Answer what you can. If you can answer only one question, do it and send it in.

We want to flood the commission with proof that it costs money to make milk. Don't sit back and kick. Do something yourself. Send in your sworn statement. It is up to you what you get for milk. You've got a chance, make use of it.

Blanks will be sent out, but don't wait to get them. Use the one printed in the Dairyman. Or use the other and keep this for reference. Get one from your County agent and hand yours to a neighbor. File yours and get others. Make a business of it. Lets fill at least 15,000 sworn statements. Hold meetings, have a justice or notary there and swear to these things in bunches. Do anything, everything you can think of to get these blanks sworn to and sent in. They may be sent to your county agent who will forward them or to the NEMPA, 26 Broad street, Boston, or to Dr. A. W. Gilbert, Milk Administrator, State House, Boston, Mass. Don't Fail. Send in your blank.

FIELD MEETINGS A SUCCESS

President Clark and Manager Pattee report large attendance and much enthusiasm at the Field Meetings which are being held as announced last month.

Dairymen everywhere are interested in the work that has been done and pledge their support to carry out the plans to further improve the dairy business. The milk producers are behind the program to operate their business on a basis that will assure them the return to which its importance entitles them. There is no doubt of complete success. There is an opportunity such as never before and it must be used to full extent. That depends on the individual dairyman uniting with his fellow dairymen in support of what he desires accomplished. The future of the dairy business is in the hands of the producers. The only question is, what will you make of it?

INFORMATION FOR FEDERAL MILK COMMISSION ON COST OF MILK PRODUCTION

Name	Post Office	County	State		
Number acres in farm?.....					
Number of acres in crops—all kinds?.....					
Number of acres in crops grown for cows?.....					
Number cows in herd? July.....		Number cows milking? July.....			
August.....		August.....			
Average value per head? \$.....		Number cows sold? July.....			
		August.....			
Number cows purchased? July.....		Number cows died? July.....			
August.....		August.....			
Number qts. milk produced? July.....		August.....			
Number hands employed by month with board?.....		Price per month \$.....			
Number hands employed by month without board?.....		Price per month \$.....			
Number hands employed by day with board?.....		Price per day \$.....			
Number hands employed by day without board?.....		Price per day \$.....			
Note: Number of cows DIED and value is for purpose of obtaining DEPRECIATION.					
House furnished employees worth \$.....		Milk furnished employees worth \$.....			
Wood furnished employees worth \$.....		Garden furnished employees worth \$.....			
Other compensations worth \$.....		Utensils Bought Kind worth \$.....			
FEED USED					
Kind	Price paid per ton cwt.	Amount used in pounds	Kind	Price paid per ton	Amount used in pounds
Wheat	July \$.....	Stock	July \$.....
Feed	Aug. \$.....	Feed	Aug. \$.....
Gluten	July \$.....	Ready Mixed	July \$.....
Feed	Aug. \$.....	Rations	Aug. \$.....
				Value per ton	
Cotton	July \$.....	Green	July \$.....
Seed Meal	Aug. \$.....	Feed	Aug. \$.....
Corn	July \$.....	Mixed	July \$.....
Meal	Aug. \$.....	Hay	Aug. \$.....
Hominy	July \$.....	Clover	July \$.....
	Aug. \$.....	Hay	Aug. \$.....
Oil	July \$.....	Timothy	July \$.....
Meal	Aug. \$.....	Hay	Aug. \$.....
Ground	July \$.....	Silage	July \$.....
Oats	Aug. \$.....		Aug. \$.....
Bulls owned	Breed.....	Registered.....	Grade.....	Scrub.....	
	Value.....	Cost of keep per year \$.....			
Credits empty feed bags	July \$.....	August \$.....			

CROP CONDITIONS

NOTE:—Mark X before condition you wish to indicate.

Good	Good	Good	Good
Pasture Medium	Hay Medium	Silage Corn Medium	Field Corn Medium
Poor	Poor	Poor	Poor
Good			
Oats Medium	Other Crops		
Poor			

REMARKS:—Please note your labor conditions.

AFFIDAVIT

State of.....)
S. S.
County of.....)

Ibeing duly sworn, depose and say that I have made the foregoing statements and know the contents thereof and that the same is in all respects true.

(Signed)

Sworn to and subscribed before me at.....this day of.....19 ..

Notary Public or Justice of Peace.

THE

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PERSONAL WORD

I am in the country, getting a breath of fresh air and meeting the producers. It seems good to get out in God's country among real people. I am more than ever impressed with the necessity for "getting together" among farmers. I attended a meeting the other day where some criticism was expressed because it cost so much to run the Association. We asked those people to appoint someone to inspect our books and our work, not come in for an hour or two but to stay a week, so they could actually see what was done, the expense of it in time and money. One man complained because we don't write oftener to our members. He didn't realize that postage alone at 3 cents each would cost nearly \$450.00 to send a letter to every member. Add to this the cost of paper and envelopes, of labor in preparing and mailing and the expense would amount to at least \$650.00 for just one letter to each member. But we do a whole lot better than that, by printing each month a paper which is sent to every member, with many times as much information in it as could be sent in a letter. And this paper costs the Association very little. The copy is prepared in the office as part of our regular work. The receipts from advertising pay for the paper, printing, postage and expense of mailing. It cost several hundred dollars to get the New England Dairyman into its present self-supporting basis.

But, strange to say, this member didn't read the Dairyman. He "didn't think it amounted to nothin." He complained especially that he never knew the price of milk at his R. R. station. He hadn't taken pains to look up the price tables. He "didn't understand them things," thought all prices given were for milk delivered in Boston. We showed him the prices printed every time there was a change, showing what he would get at any zone in any sized can for milk of any test.

But he couldn't be convinced. Just wouldn't see.

Such men, born kickers, are the most trying problems we meet. They are the pro Germans of the milk business. The contractors use such men to create discord and trouble. There are dealers who would like to

see the NEMPA disbanded. They'd like to go back to the old days of individual bargaining when they set prices at both ends and producers could like or lump it.

But that day has passed. Despite its own mistakes, despite the growls of the kickers, despite the open or underground influences of the dealers, the NEMPA has come to stay. Its present officers, its plans and policies will change. They should change, they should grow, develop, expand. But the principle of organization has done too much to be abandoned. It will live and the old disorganized days will, I believe, never come back.

My belief is based on the splendid achievements of the short time the Association has been at work and the encouraging, helpful letters and reports that come to us. I wish every member would write me a personal letter telling just what he actually thinks about the NEMPA and how its work can be improved. They won't do it, but I wish they would. We can do a heap if we will take hold together. My Kicker friend who wanted personal letters sent to every member, never wrote me a letter in his life. He spent his time growling to his neighbors. He promised to write me next time he had any complaint. But he won't. He wasn't born that way. Thank Heaven he is in the minority. Praise be, most producers are hearty in their support and helpful in their criticisms.

RICHARD PATTEE.

SURPLUS SUGGESTION SOLICITED.

This is not a defense of the surplus plan. The N.E.M.P.A. agreed to it only when it became necessary to choose between:—

1st. A flat price with dairies not needed during the spring, cut off entirely.

2nd. A flat price, without cutting off dairies, low enough so dealers could carry the surplus.

3rd. A surplus plan, taking all the milk all the dairies made, paying full price for all not proven to have been manufactured.

The N.E.M.P.A. went on record as follows, with respect to the Surplus Plan:

Mr. Pattee: "I want to make this reservation, and I wish to make this reservation constantly, that the producers do not regard this surplus plan or any that has yet been proposed, as the solution of the problem with which you have to deal."

(Record Regional Milk Commission Vol. 20, Pages 1644-1645.)

The surplus plan was accepted by the Association as the best adjustment then possible of the vexing, troublesome, so far unsolved question.

One point not generally understood is that the dealer operating under the surplus plan, pays the full price for all the milk he buys unless he can prove that he manufactured it into by-products and he pays for milk so manufactured its full value for such use as determined by the Administrator, without profit to himself.

Surplus is practically limited to the manufactured products of skim.

If a dealer buys a million pounds of milk and makes from it 200 pounds of casein, the administrator decides how many pounds of whole milk it took to make that amount of casein. He then requires the dealer to pay

50 cents per pound for the butter fat there was in such milk and adds to that the value of the casein. Thus the dealer pays for the butter fat in surplus and for the skim whatever the Administrator says. If a dealer threw away his surplus he would have to pay the whole milk price for it. He has to pay the full price for all that he cannot prove he actually manufactured. Under the old surplus plan, the dealer paid the full price for only that which he sold as whole milk. Under the new plan he pays for all except what he makes into by-products. The difference in the two plans is altogether favorable to the producers. The vital defect in the plan is that the producer turns over to the dealer any surplus at all. The dealer is constantly tempted to falsify as to amount of manufactured products and the kind made. An unscrupulous dealer might swear falsely taking a chance on discovery and prosecution for perjury and the loss of his license. The farmer should handle his own surplus. The Commission, the N.E.M.P.A. and the dealers have advocated even production as a help in overcoming seasonable surplus. Even production will not overcome surplus. It will simply distribute it evenly throughout the year. The present or any other surplus plan punishes the man who produces evenly. He has to share a seasonal surplus reduction in price, when he does not make a surplus. If surplus is to be borne by the producers, and we acknowledge that in one form or another it must, it should be borne by the producers who make it. Who can solve that problem? What sort of rating scheme can be formed that will work? We want suggestions.

OVERPAYMENTS SETTLED.

The NEMPA has settled with its members who paid double dues last year. Many paid dues on the cow basis for a year in advance and then gave orders on their dealers for ½ of 1% to be taken from their checks. We promised to return the cow dues for the time covered by the order on dealer. It was a lot of work to keep track of all these payments and credits but it was done and the settlement is now made. Thus the NEMPA has kept faith with those members who came to its support as requested when the organization was incorporated. But the repayment of these small sums will never discharge the obligation of the dairymen of New England to those who, when it was necessary to reorganize our finances, promptly placed in our hands orders on their dealers to pay us more money after having paid in advance all that had been asked of them for a year. It was this action that made possible the results accomplished by the organization.

We cannot help contrasting this with the attitude of the few who still refuse or neglect to send in their dues orders. And isn't it strange that those who have not paid or given orders on dealers for dues are practically the only ones who complain about the expense of the organization? We confess ourselves unable to understand the man who rides free and kicks at the cost.

The NEMPA appreciates the support of those who came forward with orders when more money was needed. It is mighty glad to hand back the amount due and to thank the men who advanced it.

FUNDS FOR LOCALS.

The first set of checks in settlement of dues payable by the New England Milk Producers' Association to its local branches, was mailed last week. Under its by-laws one fourth of the dues paid by the members goes to the local branches to which such members belong.

If a Secretary collects dues he retains one dollar out of every four. If the dues are collected by the central office through orders on dealers, the locals are credited with one fourth of the amount so paid by their members and settlement made at regular intervals.

Last year it was not possible to pay the locals the amount due except by borrowing the money. The expense of setting up in business, organizing, hearings, advertising and the like, has been such as to require the whole amount collected. Lately, however, the income has increased and the association is able to pay the first installment to its locals. The next installment will follow shortly. An adequate sum is retained in the Treasury to meet emergencies and the rest will go forward promptly hereafter according to the original plan.

This system of financing the locals is peculiar to New England and will we believe be one of the strongest features of our organization. Strong locals are the foundation on which our whole movement rests. With a regular and adequate income, a treasury on which to draw for local expenses we expect to see a strong development in membership and activity. A group of well organized, well financed locals can do things. It is hoped later to carry on an educational campaign and a series of producers' meetings all over New England. Here's luck to the Locals.

ORGANIZATION A VITAL NECESSITY.

The Rural New-Yorker of Aug. 17 has the following editorial which states briefly the situation of the unorganized farmer.

A subscriber wrote:

"I recently came across a sentence which expresses a good deal in a few words, which I believe you will appreciate."
Indiana.

H. H. S.

"Unorganized agriculture is individually selling unappraised products to a well-informed body of buyers."

Comment of the Editor of R. N.-Y.

"That is just what it is. The original American farmer came forward with a fine fur from some wild animal. Men like John Jacob Astor would buy it for a handful of powder and shot, a few beads or a drink of rum. Yet when it turned up as a coat or cape for my lady's back in Paris or London it brought \$1,000 or more.

From that day to this the individual farmer has been selling "unappraised products" for about what the organized buyers and handlers will give him. A comparatively few farmers are able in some way to deal direct with the consumers and have something to say about prices, but the great mass of producers must take what is offered them.

There is only one way out—organization. And the farmers must do the work themselves. Whenever they delegate this work to lawyers, agents, commission men and handlers they will pay three times as much as the service is worth."

MORE ABOUT FEEDS

Letter From Mass. Food Administration

The letter printed below, which is being sent to the dairymen of Massachusetts, adds emphasis to what all know to be a serious matter. It is an urgent necessity that confronts us and steps should be taken at once to assure an adequate supply of grain for the production of milk.

There is a saying, "If you want a thing well done do it yourself," which applies to this situation and to other phases of the dairy business. We must do this work of securing grain ourselves.

Every local of the NEMPA should take action at once to co-operate in buying grain for its members. The NEMPA is handling the grain buying through the Eastern States Farmers' Exchange, as has been several times described in the Dairyman. Write to the manager, H. W. Selby, Springfield, Mass., for information and get busy. DO IT NOW.

The Commonwealth of Massachusetts
Board of Food Administration

August 10th, 1918.

To the Dairymen of Massachusetts:

We need not remind you that Food Stuffs were short last winter. Another winter is coming.

Up to last winter we had a supply because jobbers and wholesalers purchased at advantageous prices on long term contracts, and made a speculative profit. They could order forward car lot shipments and hold at diversion points; forwarding from these points as material was sold. This meant a reservoir of hundreds of cars of feed at our western gateways and within easy reach of our retail warehouses.

Food Administration regulations now prevent retailers from taking speculative profits. Last January the Railroad Administration abolished the hold-in-transit privilege. This means that we will not have a reservoir of grain at Maybrook, Rotterdam Junction, Harlem River and other holding points. HOW CAN WE BE SURE OF A SUPPLY OF FEEDS FOR THE WINTER MONTHS?

The Massachusetts Food Administration is unwilling to try to predict whether markets are going up or down and whether this is an advantageous time to buy or not. We are, however,

sure of this: If we are to have adequate supplies of feeds in New England this winter they must be gotten into New England before winter. We believe that between now and that time every dairyman should stock up with an adequate supply to cover his requirements. We leave it to your judgment as to whether you should purchase now or later. Your guess on the movements of the market is as good as anyone's. But in any event, regardless of price, it is our belief that the only safe course is to have a supply of feeds accumulated before the winter begins.

The jobber and wholesaler have in former years taken a speculative risk and made a speculative profit. They cannot make it in the same way now. The margins which they would have made under ordinary conditions were last year prohibited, and dairymen were thereby the gainers. If dealers do not secure stocks, it is the feeders who must. If wheat feeds are not to be had, we must get what is available. In any event, have some feeds for winter.

Very sincerely,
JOHN D. WILLARD,
Secretary.

ANOTHER LOCAL ORGANIZED

Mr. F. E. Gorham, president of the County Association of Upper Grafton County, N. H. and of the Newbury, Vt., local has set a good example to other county and local officers by organizing the Vershire, Vt., local. He sends in the fees, cards, dues, orders and subscription orders of 12 members, all but one of whom are selling to the Vershire Creamery. He also sends in 2 new members for his local.

We have had word from other officers that there were good prospects of new locals in their section. There should be several more locals organized and any officer or member of any local anywhere who knows of the possibility of starting a new local should take steps to organize it. Send to this office for supplies and information and get busy. If any one is working to get a local started, take heart from what Mr. Gorham has done and keep plugging.

IMPORTANT NOTICE

If you have changed dealers since you signed an order for dues you should cut out the order below, sign it and send to NEMPA, 26 Broad St., Boston, Mass. This must be done each time you change or your dues are not paid. If you never signed an order DO IT NOW.
CUT ON THIS LINE

ORDER

Date 191 ..

(Dealer)

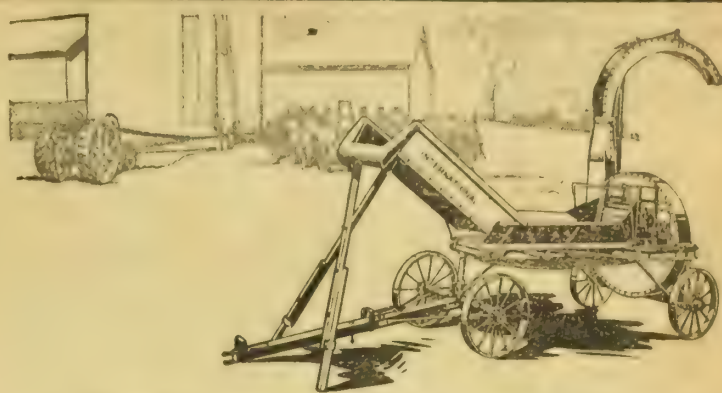
To

.....

The undersigned member of the New England Milk Producers' Association hereby authorizes and directs you to deduct one-half of one per cent from the moneys due or to become due to him for all dairy products sold by him to you, and to pay over the amount so deducted by check to the said Association, at the time of each payment to him of the balance of said moneys. This order is to continue in force until revoked by him in writing.

Signature.....

Address.....



Fill Your Own Silo With an International

WE have an International ensilage cutter that will just suit your need—for we sell them cutting all the way from 3-6 tons per hour up to 16-25 tons per hour. But find out about the construction before you buy. Satisfy yourself.

See how power is saved and useless mechanism done away with because knives and blower fans are all on flywheel.

See the knife-grinding attachment on Types A, B, and E—a water emery wheel that grinds one set of knives while the other is working, without taking the temper out. That's mighty handy.

Then see how hard it is to get hurt with the International. You can't get your hands beyond the safe limit without throwing the machine out of gear.

Look at the very powerful blower construction, the shields over the mechanism, and all the other finished details.

Drop in and satisfy yourself about the International.

INTERNATIONAL HARVESTER CO. OF AMERICA

43 Somerville Ave., Somerville Station, Boston, Mass.

Phone Somerville 1230



**Give the Boys
and Girls
a Chance**



Make the Farm Home Pleasant for the sons and daughters. They have a right to expect a measure of comforts and conveniences comparing with those enjoyed by city folks.

A "DURO" Residence Water System is of first importance in securing better living conditions. You can have a bath room, sanitary toilet conveniences,—a kitchen sink with water flowing under good pressure -- water for flowers, gardens and live stock.

Telephone or write us for particulars about a

"DURO"
FARM WATER SYSTEM

BURNETT-LARSH MFG. CO.

110 PEARL ST., BOSTON

Tels. { Fort Hill 4375 FRED W. GOLDTHWAIT
Main 3496 District Manager



Maintaining a Standard of Quality

The fact is everywhere most evident that those engaged in the production of dairy products are interested in maintaining the highest possible quality standard. That they also appreciate that sanitary handling is necessary to do this is plainly shown, since they attach more than ordinary importance to the cleaning material used.

Their choice of a cleaning material, therefore, proves most singular, since, by far the largest number have now come to place their full confidence in the results obtained by the use of

Wyandotte
Dairyman's
Cleaner and Cleanser

However varied their reasons for so doing, is it not likely that had they found another cleaner better suited for their purpose, this cleaner would be otherwise than the one which enjoys their preference. And if such were the case would Wyandotte Dairyman's Cleaner and Cleanser then be noted for producing a cleanliness that wins the approval of pure food experts and of those who view it from an economical and efficient standpoint.

Indian in Circle



Are these facts worth considering? Order from your supply house.

In Every Package

It Cleans Clean

The J. B. Ford Co.,
Sole Mnfrs.,
Wyandotte, Mich.

SECRETARIES

Please Take Note

A letter to Presidents and Secretaries of Locals was sent out on August 7, stating the price for milk f. o. b. Boston for August and September.

Enclosed in the letter to Secretaries was a blank for listing the milk producers who should join the NEMPA. Many of these are coming in and most of them have only a few names. Many locals evidently have nearly all producers signed up but in the vicinity of most locals there are many who should become members.

If you have not sent in your non-member list please fill it out and let us have it. We want to check these lists up. As stated in the letter this will enable us to tabulate a list of cow owners and the number of cows. This is valuable information. We need it.

The list was sent only to the Secretaries so that there would not be duplicate lists, making it necessary to compare them all.

Please take action at once to enroll all these producers as members. There is nothing more important to do in the interest of the dairy industry. This is your opportunity. The local officers are acquainted with their locality and the milk producers. The 25% of the dues which is returned to the locals will cover the expenses and provide for the accumulation of a fund for co-operative work. The more members you get the more money your local will have and the more it can accomplish for the good of the community. A farmers' exchange should be organized to buy co-operatively, not only grain but other supplies. The dues to which the local is entitled will help to establish the local strongly so that the members will feel confidence in taking up further co-operative work.

The president and secretary of each local should secure the assistance of others to make a membership campaign. There are many producers ready to join. Ask them in and they will come. Every local should have a membership committee at work securing members. It should not be expected that the officers will do it all. They are just as busy farming as anyone and it is serious business. It is vitally important that the NEMPA be strengthened by the addition of the producers who have not joined. They should be willing to pay their share for the benefits they are receiving and the more members the greater will be the results.

We were planning to send out sample copies of the August Dairyman to the non-members but it has been impossible to prepare the articles intended for use. We also desire to have more names than have so far come in. Please fill out your list as fully as possible and send it in right away.

"Think we should all appreciate what the NEMPA has done for us and with lots of farmers it is slackness in not attending to dues."

President of a Vt. local.



Protect Yourself against accidents, breakage, delays

and Increasing Costs in Filling Your Silo

The patented safety yoke protects the operator. The patented cushion drive protects the machine. Steel base and steel plate case. Easily sharpened knives with 3 bearing alignment. Springless compression force-feed. Lightest draft. Sizes for 4 H. P. up.

CATALOG FREE.

The high value of ensilage this year and the great need of cutting and storing it at the lowest possible expense makes it most important that you select the right kind of a Blower-Cutter. Write us and let us help you to select one that will give satisfaction and economical service.

Just send for Blower Catalog N. D.

BRACKETT, SHAW & LUNT CO.
62 NO. WASHINGTON ST., BOSTON
SOMERSWORTH, NEW HAMPSHIRE

Headquarters For
Tractors, Electric Lighting Systems, Silos, Hay Presses,
Ensilage Cutters, Threshing Machines



One Dollar
Rebate on
Every Sack

USE the best feed for milk production and secure a dollar rebate on every sack. Feed

UNION GRAINS

A hundred pound sack of Union Grains contains 24 pounds of protein. Since protein is 16% nitrogen, every bag of Union Grains contains about four pounds of nitrogen. When fed to a cow, three pounds of this nitrogen are returned in the manure. At present prices of fertilizers, this manure is worth one dollar to you. It is a dollar rebate on every sack.

The Food Administration wants you to order your winter supply of feed now while the railroads can handle the shipments. They allow you to order a four months' supply for shipment in sixty days. Union Grains will keep indefinitely. It contains only 8% moisture. At present the price is comparatively low. Place your order at once. Your dealer has Union Grains or can get it for you. Don't accept a substitute.

Write today for free record sheet that will give you the exact profit or loss on every cow in your barn.

THE UBIKO MILLING CO., Main Office and Mills, Dpt. "D," Cln., Ohio
New England Sales Office, 73 Tremont St., Boston, Mass.

Wise Bees Save Money—Wise Folks Save Money

Interest
Begins
Oct. 10



Interest
Begins
Oct. 10

A Bank Account in the Home Savings Bank means "ready money" when you need it. We invite your investigation of our resources and service, now.

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK
Incorporated 1889

75 Tremont Street, Boston, Mass.

SAVE HALF Your Paint Bills

BY USING Ingersoll Paint. PROVED BEST by 75 years' use. It will please you. The ONLY PAINT endorsed by the "GRANGE" for 43 years.

Made in all colors—for all purposes.

Get my FREE DELIVERY offer.

From Factory Direct to You at Wholesale Prices.

9 INGERSOLL PAINT BOOK—FREE

Tells all about Paint and Painting for Durability. Valuable information FREE TO YOU with Sample Cards. Write me. DO IT NOW. I WILL SAVE YOU MONEY. Oldest Ready Mixed Paint House in America—Estab. 1843. O. W. Ingersoll, 235 Plymouth St., Brooklyn, N. Y.

PROVIDENCE MARKET ADJUSTMENT.

(Continued from Page 1.)

G. A. Henry, who was for years a prominent producer and influential in organization work. For over a year this market committee has struggled with the problem and after long effort has arranged a system of price making under which it is possible to know just what any producer shall get for any kind of milk.

The Providence situation is complicated by the operation of the Providence Dairy Co. on a "take all you make" plan with the milk commissions surplus arrangement, and its further operation on the weight and test system, while the smaller dealers do not buy on weight and test and they throw surplus back on the farmers, by limiting their purchases to their needs. No dealer except Providence Dairy operates a country milk plant.

Under these conditions two general sets of prices are made. The small dealers are required to pay full price for all milk bought but not required to take all their dairies make. They are to pay the full price for standard milk delivered at Providence. Their price at any point in the country is the full price at Providence less freight and can expense as indicated in the accompanying table showing prices for April, May and June. These dealers have agreed to pay back any other deductions they may have made during April, May and June, and if they have not done so every member of the N.E.M.P.A. is hereby requested to at once file his claim with Mr. G. A. Henry, 226 Howard Bldg., Providence, R. I., for the difference between what he did receive and what he should have received during the months indicated, as shown by the following schedule:

TABLE I

Deductions Allowed all Dealers Except Providence Dairy Co.

Deductions apply to milk shipped from stations between Westerly and Providence and Willimantic and Providence.

Zone	Deductions per can		Shipped in	
	Miles		10 qt. cans	20 qt. cans
1	1-20		.0456	.0782
2	21-40		.0546	.0932
3	41-60		.0616	.1052

April prices F. O. B. Providence 80c per 10 qt. can
1.60 per 20 qt. can

Zone	Price at R. R. Sta. per can by Zones		Shipped in	
	Miles		10 qt. cans	20 qt. cans
1	1-20		.754	1.522
2	21-40		.745	1.507
3	41-60		.738	1.495

May prices F. O. B. Providence .775 per 10 qt. can
1.55 per 20 qt. can

Zone	Price at R. R. Sta. per can by Zones		Shipped in	
	Miles		10 qt. cans	20 qt. cans
1	1-20		.729	1.472
2	21-40		.720	1.457
3	41-60		.713	1.445

June prices F. O. B. Providence .75c per 10 qt. can
1.50 per 20 qt. can

Zone	Price at R. R. Sta. per can by Zones		Shipped in	
	Miles		10 qt. cans	20 qt. cans
1	1-20		.704	1.422
2	21-40		.695	1.407
3	41-60		.688	1.395

The Providence Dairy Co. buys all its milk by weight and test, takes all its producers make and is granted the commissions surplus allowances. It operates one milk receiving plant at Willimantic, Conn. It collects milk on an electric line in New London Co., Conn., and transfers it to the steam road at Westerly, R. I. Its operations are so adjusted that three price tables are required.

1. For milk handled through the milk station at Willimantic. This milk is to be paid for at full prices delivered in Providence, less cost of getting it there, including freight, station expense and use of cans. Being bought by weight and test with an extra price for excess fat the expense of weighing, sampling and testing is further deducted as in the Boston market. The accompanying table shows prices Willimantic shippers should have received for April, May and June.

TABLE II.

Deductions allowed to the Providence Dairy Co. on all milk passing through the Willimantic Concentrating plant and shipped to Providence.

Deductions per cwt.	Shipped in	
	10 qt. cans	20 qt. cans
L. C. L. Freight Rate	.2512	.2093
Can Service	.0353	.0353
Station Expense	.1520	.1520
Accounting & Testing	.0310	.0310

Total per cwt. .4695 .4276

Price at Willimantic per cwt. paid by Providence Dairy Co.

	Shipped in	
	10 qt. cans	20 qt. cans
April Price per cwt. delivered at Providence	3.7200	3.7200
Less deductions allowed	.4695	.4276

Price at Willimantic 3.2505 3.2924

May Price delivered at Providence	3.60375	3.60375
Deductions allowed	.46950	.42760

Price at Willimantic	3.13425	3.17615
Surplus allowance ordered by Commission	.17	.17

Net Price to Producer 2.96425 3.00615

June Price at Providence	3.4875	3.4875
Deductions allowed	.4695	.4276

Price at Willimantic	3.0180	3.0599
Surplus allowance	.37	.37

Net to Producer 2.6480 2.6899

(Continued on Page 9.)

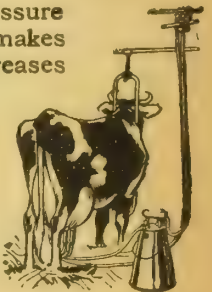
Solve Your Milking Problem and Save Hundreds of Dollars

The answer is: Install a Sharples Milker. It takes the place of a hired man in a 20 to 25 cow dairy for at least six months of the year. So much for the labor end. As to the saving: At the lowest, your hired man would cost \$50 a month, including board. In six months with a Sharples Milker your saving would be \$300. It doesn't take long to pay for a Sharples Milker—many dairymen do it in four to six months.

SHARPLES MILKER

The Only Milker with Positive Squeeze

Another reason for Sharples superiority over hand milking and other milking machines is the positive upward squeeze of the Sharples teat cup—an exclusive Sharples feature which carefully massages the teats after each suck and keeps them in a perfectly healthy condition. No other miker can or does squeeze or massage the cow's teats. Any pressure test proves this. This squeeze or massage makes Sharples the world's fastest milker, and increases the milk flow—fast milking always does. Even a 12-year old boy can operate a Sharples Milker successfully. Write today to nearest office for catalog, addressing dept. 57.



The Sharples Separator Co., West Chester, Pa.

Sharples Suction-feed Separators—Skim Clean At Any Speed

BRANCHES: Chicago San Francisco Toronto

DC-38

LARROWE FEEDS ARE GUARANTEED

Dairymen who have used LARROWE FEEDS need no other evidence of their superiority. The fact that LARROWE FEEDS are guaranteed assures dairymen that in these feeds they secure the very best results obtainable.

For years LARROWE FEEDS have been recognized among leading dairymen as

The Standard of Excellence

Avoid disappointment and the uncertainty of feeding a ration that is not backed by the guarantee of the manufacturer. Insist that your dealer supply you with LARROWE FEEDS—and you will solve your feeding problems. You take absolutely no risk—your dealer is authorized to refund your money if any of the LARROWE FEEDS fail to give you the results that we claim for them.

The Larowe Milling Company

3902 Larowe Bldg.

Detroit, Michigan

For Sale
at Leading
Feed Stores

COST FIGURES TABULATED

The table below is a summary of the figures in the sworn statements sent to the Regional Milk Commission in June. More than 2000 came in and the averages from the figures from each state are shown.

	Maine	N. H.	Vt.	Mass.	Conn.	R. I.	N. Y.	Av.
Percent feeding								
Grain—June	76.7	65.3	45.8	82.6	73.2	78.4	44.9	66.7
1 lb. fed per lbs. milk sold	3.44	3.	4.6	4.6	3.4	2.6	2.9	
CROP CONDITIONS								
Pasture	Good	35.	49.	14.	22.	25.	39.	32.5
	Medium	41.1	40.	44.5	46.	53.	39.	43.3
	Poor	14.7	25.	41.5	32.	22.	22.	24.
Hay	Good	27.	14.5	24.	14.5	19.	11.	16.2
	Medium	62.5	24.5	62.	50.5	58.	62.	50.6
	Poor	10.5	61.	14.	35.	23.	27.	33.3
Silage Corn	Good	11.1	4.3	2.	16.5	19.	21.	23.9
	Medium	35.5	27.2	23.	41.	41.	42.	39.
	Poor	53.6	68.5	75.	42.	40.	37.	57.
Field Corn	Good	20.5	14.	4.	25.	26.	26.	12.
	Medium	38.5	56.	23.	79.	45.	45.	18.
	Poor	59.	30.	71.	73.	29.	29.	70.
Oats	Good	77.5	63.5	71.	36.5	85.	82.	93.
	Medium	22.5	36.5	29.	73.5	15.	18.	7.
AVERAGE FEED PRICES per ton								
Wheat feed	\$53.25	55.72	54.25	54.28	52.00	56.25		54.29
Gluten feed	55.75	60.35	61.00	60.53	60.50	60.00	65.00	60.30
C. S. M.	60.50	61.93	61.50	60.64	61.75	61.25	62.50	61.52
Corn Meal	65.00	71.60	71.25	69.27	75.00	64.50	78.25	70.69
Hominy	63.25	61.30	62.00	61.42	58.50	62.00	65.00	61.82
Oil meal	63.00	65.08	64.75	63.77	59.50	59.25	70.00	63.62
Ground oats	60.00	61.23	65.00	54.74	59.75		61.50	60.43
Stock feed	58.00	63.08	62.50	59.14	56.00	56.75	48.25	57.60
Green feed	8.25	10.00	6.00	11.71	7.00	4.25		7.87
Ready rations	64.75	65.10	66.50	61.13	62.75	60.00	64.00	63.46
Mixed hay	13.25	15.48	15.25	20.80	21.25	24.50	15.00	17.93
Clover hay	13.75	15.27	14.50	26.00	25.00		16.75	20.21
Timothy hay	14.50	18.11	16.25	26.30	25.00	26.75	18.75	20.80
								Weighted
								Av.
LABOR								
By mo. with board	\$41.63	42.34	46.73	39.44	32.00	38.50	40.37	44.29
By mo. without board	75.12	70.34	64.53	75.93	75.00	75.71		68.58
By day with board	2.67	2.94	2.26	2.87	1.83	2.47	1.72	2.55
By day without board	3.33	3.23	3.21	3.15	2.81	2.93		3.22
% of Production								
May over June .....	.49			.485				
% of Production								
June over May		2.9	.548		8.	6.2		

PRICES FOR PAST YEAR COMPARED

August 1st 1917 the NEMPA secured an adjustment of prices for all New England furnishing milk to Boston on the zone system, each 20 mile circle getting the same price and such prices varying according to cost of delivery at market. For the first time in the history of New England prices were put on a uniform basis that

could be compared with previous prices. We print herewith a table of zone prices for the year. From this table you can study the run of prices from month to month. Keep it for reference and compare it with prices in the months to come. It is the first intelligible basis for comparison that you have ever had.

Buy Thrift Stamps to help the U. S. A. and sign your dues order for the NEMPA. Both will help win the war. Milk is a valuable food. Insure its adequate production by supporting the NEMPA. It will not continue to be produced at a loss. Back up the Association and get a living price.

CWT. PRICES 3.5% MILK

1917

1918

Distance	Aug. & Sept. to Oct. 15	Oct. 15 to Nov. 1	Nov. 1 to Jan. 6th	Jan. 6 to Apr. 1	Apr.	Subject to Surplus		
						May	June	July
100	\$4.124	3.991	3.754	\$4.191	\$3.959	\$3.842	\$3.727	\$3.982
110	3.944	3.709	3.476	3.930	3.698	3.581	3.465	3.714
120	3.764	3.523	3.294	3.748	3.516	3.399	3.283	3.528
130	3.584	3.346	3.113	3.567	3.335	3.218	3.102	3.349
140	3.404	3.165	2.932	3.386	3.154	3.037	2.921	3.169
150	3.224	2.985	2.752	3.205	2.973	2.856	2.740	2.989
160	3.044	2.805	2.572	3.024	2.792	2.675	2.559	2.808
170	2.864	2.625	2.392	2.843	2.611	2.494	2.378	2.627
180	2.684	2.445	2.212	2.662	2.430	2.313	2.197	2.446
190	2.504	2.265	2.032	2.481	2.249	2.132	2.016	2.265
200	2.324	2.085	1.852	2.300	2.068	1.951	1.835	2.084
210	2.144	1.905	1.672	2.119	1.887	1.770	1.654	1.903
220	1.964	1.725	1.492	1.938	1.706	1.589	1.473	1.722
230	1.784	1.545	1.312	1.757	1.525	1.408	1.292	1.541
240	1.604	1.365	1.132	1.576	1.344	1.227	1.111	1.360
250	1.424	1.185	0.952	1.395	1.163	1.046	0.930	1.179
260	1.244	1.005	0.772	1.214	0.982	0.865	0.749	1.000
270	1.064	0.825	0.592	1.033	0.801	0.684	0.568	0.820
280	0.884	0.645	0.412	0.852	0.620	0.503	0.387	0.639
290	0.704	0.465	0.232	0.671	0.439	0.322	0.206	0.458
300	0.524	0.285	0.052	0.490	0.258	0.141	0.025	0.277

The best thing you can do for your neighbor and yourself is to get him to join the NEMPA.

Mr. C. W. Uraclius, Greenwich, Mass., secretary of the Swift River Valley local, sends in the fees, cards and orders of 5 new members. Who will be the next to report?

"Have gone out of the dairy business but am enclosing check for Two Dollars to help the good cause along." A Mass. Member.

PAPEC

ENSILAGE CUTTER

Over the Top

into any Silo is the guarantee that goes with every Papec—large or small. You, doubtless, will not need to take advantage of the full elevating power of the Papec, but you have the satisfaction of knowing it's there—in reserve.

There are four sizes of Papecs. A gas engine, 3 or 4 H. P., will operate the smallest size. Our 1918 catalogue explains how a Papec will pay for itself in one season. Write for your copy today—it's free.

PAPEC MACHINE CO.
136 Main Street
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25 Distributing Stations

Papac filling 108 foot Silo at Salona, Pa.

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Don't Keep Cows

MAKE COWS KEEP YOU

with the assistance of an Ideal Silo, in which you always find economy, convenience, strength, simplicity and sweet wholesome ensilage. The Ideal Lasts and Lasts.

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Box 56 LOWELL, MASS.

Make Your Milk Check Bigger

Increase milk production by feeding silage. Get the silos used by the U. S. Gov't, the latest improved, perfectly built and storm-proof

HARDER SILOS

Send postal for the new free book, "Saving with Silos," written by recognized authorities on silage production and feeding. A valuable authoritative dairy guide. Free.

HARDER MFG. CO.
Box 32
Cobleskill, N. Y.

UNADILLA SILOS

On the Best of Farms

Unadilla users are its greatest endorsers. And no better testimonial of its superiority is needed than its long list of prominent users. The Unadilla wins out among the nation's most successful dairymen and stockmen as it won out with N. Y. State, U. S. Government and County Farms.

To insure delivery, to get special discount on early orders—send now for catalog, prices, agency offer.

Box X

UNADILLA SILO CO.,
Unadilla, N. Y. or Des Moines, Ia.

PROVIDENCE MARKET ADJUSTMENT.
(Continued from Page 7.)

The milk collected by trolley and transferred to steam trains at Westerly bears the steam R. R. freight charge from Westerly, the cost of transfer from the electric to steam cars and the other charges as from Willimantic, except station expense. The following table of prices is self-explanatory:

TABLE III.

Deductions allowed to the Providence Dairy Co. on milk shipped from Norwich via Westerly to Providence.

Deductions per cwt.	Shipped in 10 qt. cans	20 qt. cans
L. C. L. Freight Rate	.2512	.2093
Can Service	.0353	.0353
Transfer from electric to Steam R. R. at Westerly	.0320	.0320
Weighing and Sampling	.0210	.0210
Testing and Accounting	.0310	.0310
Total per cwt.	.3705	.3286

Price at Westerly per cwt. paid by Providence Dairy Co.

	Shipped in 10 qt. cans	20 qt. cans
April Price per cwt. delivered at Providence	\$3.7200	\$3.7200
Less deductions allowed	.3705	.3286
Price at Westerly	3.3495	3.3914
May Price per cwt. delivered at Providence	3.60375	3.60375
Deductions allowed	.37050	.32860
	3.23325	3.27515
Surplus allowance ordered by Commission	.17	.17000
Net price to Producers	3.06325	3.10515
June Price per cwt. delivered at Providence	3.4875	3.4875
Deductions allowed	.3705	.3286
Price at Westerly	3.1170	3.1589
Surplus allowance	.37	.37
Net to Producers	2.7470	2.7889

Providence Dairy receives milk at points where there are no receiving station or transfer expense and no charge for such service is allowed. At such points the deductions from price delivered in Providence are transportation, can service and sampling, weighing and testing. The following table gives the prices for such points:

TABLE IV.

Deductions allowed the Providence Dairy Co. on milk passing through all other stations.

Zone	Deductions per cwt. Miles	Shipped in 10 qt. cans	20 qt. cans
1	1-20	.2640	.2338
2	21-40	.3059	.2687
3	41-60	.3385	.2966

April price F. O. B. Providence \$3.72 per cwt.

Zone	Miles	Shipped in 10 qt. cans	20 qt. cans
1	1-20	3.456	3.486
2	21-40	3.414	3.451
3	41-60	3.382	3.423

May Prices F. O. B. Providence, 3.60375 per cwt.

Zone	Miles	Shipped in 10 qt. cans	20 qt. cans
1	1-20	3.169	3.199
2	21-40	3.127	3.164
3	41-60	3.094	3.136

June Price F. O. B. Providence 3.4875 per cwt.

Zone	Miles	Shipped in 10 qt. cans	20 qt. cans
1	1-20	2.853	2.883
2	21-40	2.811	2.848
3	41-60	2.779	2.820

Where milk is bought by weight and test, the dealer will pay 4c per cwt. for each 0.1 of 1% above 3.5% and deduct 4c per cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

Special attention is called to the basis of adjustment of country charges as set forth in a previous issue. Every three months these charges are to be reviewed and the costs of the previous three months are to be the basis for the following three months. Thus it will be assumed that the cost of moving milk from any point to Providence in July, August and September was the same as the actual figures show it was in April, May and June. So October, November and December deductions will be fixed by the actual costs in July, August and September.

These costs are to be filed by the dealers, subject to revision by the market committee and final adjustment in case of dispute by the Milk Commission.

This price system for Providence looks complicated when laid out on paper, but in effect it is simple and when once in operation will, we believe, put this territory on a basis where prices will move automatically up or down with the rest of New England, and is a long step toward the avoidance of dispute and trouble in Providence.



Is Dairying In Danger?

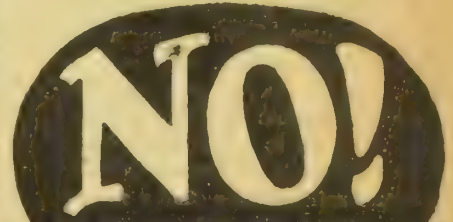
Is dairying in danger of dying out? Statistics show that one state, alone, has 4000 fewer dairy cows than a year ago. Why?

Dairymen who still feed only corn and oats to their cows cannot pay the prices for them and make a profit. Wiser farmers are not worrying. They can sell their poor cows and yet get more milk by feeding the rest

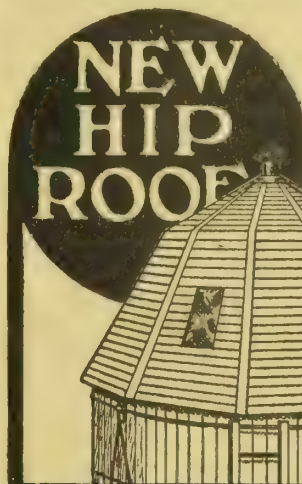
International Special Dairy Feed



Dairying will be profitable in spite of milk prices if you feed International Special Dairy Feed. Summer, Winter, Spring or Fall, it fattens cows, improves their health and increases their milk flow. Order your supply now. If your dealer cannot fill the order promptly, write us.



INTERNATIONAL SUGAR FEED CO.
Minneapolis - Minnesota Mills At Minneapolis and Memphis.



GREEN MOUNTAIN

More Capacity; Better Looks

The LATEST and BIGGEST silo success is the GREEN MOUNTAIN with this new, red hip roof.

It will add dignity and beauty to any group of farm buildings. This new roof adds enough capacity to insure a full silo after settling. Spruce frame, with red creosote dipped siding of Pacific Coast red cedar. Completely fitted at factory.

Unbreakable rubberglass window. Shipped in sections; easy to put together. Supplied on any size Green Mountain silo or can be used on other makes of standard sizes. The best silo "buy" of the year.

Write today for full description, circulars, etc.

CREAMERY PACKAGE MFG. CO.
364 WEST ST., RUTLAND, VT.



For Milking Machines

Clean and Clear
as Water



Awarded
Gold Medal
Pan-Pac. Exco.

B-K keeps rubber tubes and teat cups sweet and clean. It penetrates milk solids and makes milker parts easier to clean—kills the bacteria that spoil the milk.

B-K leaves no taint or taste of itself—makes rubber parts last longer—does not injure metal—is the cheapest in actual use. Sold under absolute guarantee.

Recommended by all Milking Machine Manufacturers

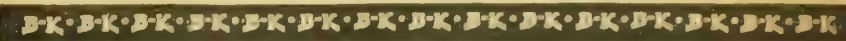
B-K has been used by thousands of milking machine owners including certified milk producers with complete satisfaction for over six years. It is the original purifier.

Get B-K today—end cleaning troubles and sour milk losses. If your dealer does not have B-K send us his name with your order. We have a dealer near you.

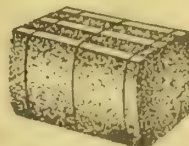
General Laboratories

Send for information—"trial offer"—and dairy farm bulletins.

3506 So. Dickinson St., Madison, Wis.



TOP QUALITY



BOTTOM PRICE

BALED SHAVINGS

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.



TANGLEFOOT



THE NON-POISONOUS
FLY DESTROYER
Safe Sanitary, Sure

Catches 50,000,000,000 flies each year

WHY COUNTRY MILK PLANTS OWNED BY FARMERS.
(Continued from Page 1.)

every day from these farms, placed in air-tight, flth-proof containers, cooled and shipped in ice every day, often hundreds of miles, to the market. 4. It is comparatively bulky and transportation both in the country and by railroad costs a good deal and wasteage is often heavy. 5. The farmers have generally taken the easiest and smallest part possible in the production and disposal of milk; they are milk producers only. 6. Consequently the entire costly and complicated milk distributing business has been taken over by a group of specialized middlemen who furnish the cans, collect the milk, own and operate the milk plants for concentrating, processing, manufacturing, or preparing the milk for shipment. They make arrangements for cans, transportation and refrigeration, find a market and in ordinary times determine the price. 7. The producer expects these dealer to take all his milk all the time right at his door or at least at his nearest shipping point.

It is plain that except to induce some dealer to come for his milk and to get his milk check at regular intervals the farmer has had little or no reason to take interest in the milk market. Such questions as increasing consumption, securing a better quality, lessening distribution cost, preventing wastes, utilizing by-products give the producer little concern. Within a year I have heard leaders of great dairy organizations say they were not at all concerned with methods of distributing milk or the price the milk consumer paid for it. The New England Milk Producers' Association to date has concerned itself largely with presenting to the dealers, the Food Administration and the public the problem and costs of the milk producers; with securing a uniform price for milk and demanding uniform conditions of milk purchase. The only real marketing problem the organized producers have had to face has been the problem of surplus. Thanks be, under the paternalistic direction of the Milk Administration the farmers are assuming a part of the loss entailed by the disposal of the existing surplus milk and although they are doing little or nothing to lessen the loss are permitting it to be distributed more equally, though rather unfairly, among the New England producers for the Boston market. Up to date, organized producers have taken little or no part in the commercial movement of milk nor have they on their own motion done much that required collective action.

With these facts in mind, suppose that the milk producers around each of 50 or 100 strategic points in New England should make a survey of their communities, enlist the interest of the owners of 2,000 or 3,000 cows, form a co-operative corporation, raise money at \$5.00 to \$10.00 per cow to build a milk plant capable of handling and processing the milk and cream of the stockholders, (bottling and pasteurizing milk, making cream, butter, cheese and perhaps other by-products) hire a capable manager and skilled assistants to prepare the products for sale and sell the prepared, ready to market product to the best

bidder—would it be of any advantage to the dairy industry?

1. It would substitute a clean-cut business-like method of preparing and selling the most important New England farm product for the present slipshod, irresponsible, indolent, wasteful method that lets the other fellow do it any way he pleases.

2. It would place the responsibility for high grade milk products, clean, sanitary, attractive and superior in quality, right where it belongs—on the producer. In a product as perishable and as easily contaminated as milk, a pure raw product worked up as quickly and as near the source as possible is essential if the finished article is to be of first quality. When the milk producer does his own marketing he will soon see the necessity for producing clean milk. Those who do not see can be made to see or be ejected by their associates.

3. Milk can be processed and manufactured more cheaply in the country than in Boston. Rents are less, more space is available and can be advantageously arranged; wages are usually lower. Transportation costs are less, since the manufactured products are more compact than milk—unsalable milk need not be shipped, fewer empty cans need be carried and the better condition of the raw milk will facilitate processing and manufacture.

4. More important perhaps, the surplus will be taken care of. "There won't be none." The local plant will ship just what is ordered. The remaining whole milk and skim and perhaps some of the residue buttermilk will be manufactured without leaving the plant, on the very day it is received. The whey, buttermilk, waste and washings, unsalable in city markets, can be removed by farmers or fed to hogs or poultry owned by the company.

The Milk Administrator tells me that during the months of May and June 1918, more than 1,000,000 pounds of skim milk were dumped by milk dealers who ship to Boston. In food value 200,000 pounds of round steak utterly wasted! All of this could have been salvaged for cottage cheese or at least used for stock and poultry feed.

Moreover, the effect of seasonal fluctuations in milk supply and consumption will be brought home to each producer through his local plant and he will see as in no other way the need of adjusting his milk flow to its most profitable return. Supply will more nearly fit demand. When these 50 or more plants federate themselves into a central association to find markets for all of the milk and by-prod-

Ensilage to the Top

Was your Silo really full when you began winter feeding? The average Silo when filled in a hurried fashion settles about one-fourth. If you'd like to know how the upper fourth of Your Silo can be made to pay \$75 to \$150 yearly, extra, write for our 1918 catalogue to-day—it's free for the asking.

PAPEC MACHINE CO.
134 Main Street,
Shortsville, New York

Convenient Distributing Points

All Nutrients of 70 Gallons Milk in Every Sack of

SUCRENE DAIRY FEED

Every 100-pound sack of Sucrene Dairy Feed supplies your cow with 16½ pounds of protein and 49½ pounds of fat and carbohydrates—equal to the protein, fat and carbohydrates contained in nearly 600 pounds of whole milk. This

High Nutritive Quality of SUCRENE DAIRY FEED

is secured and always maintained by a scientifically correct combination of materials whose high feeding value is proven beyond question and universally recognized—Cottonseed Meal, Corn Gluten Feed, Corn Distillers' Dried Grains, Palm Kernel Meal, Ground and Bolted Grain Screenings, Clipped Oat By-Product for necessary bulk; Pure Cane Molasses for palatability, aiding digestion and promoting health.

Sucrene Dairy Feed is a complete milk making and body maintaining ration—no other grain or concentrates needed to increase milk yield. Relished by all cows; cuts cost of milk production; saves grain.

Order a ton from your dealer. If he does not handle it write us his name and we will see that you are supplied. Fill out and mail us the coupon for valuable literature on care and feeding of farm animals.

American Milling Co., Dept. 45, Peoria, Ill.
Sucrene Feeds for All Farm Animals—18 Years the Standard

is Highest Yielding Herd Fed for Years on SUCRENE

My herd of 155 registered Jerseys and same number of calves have been fed Sucrene all their lives. They are said to be the heaviest milking herd in Ohio.

JACOB L. WHITE,
Proprietor Spring Grove Jersey Farm,
Greenfield, Ohio.

Please send me illustrated literature on feeds checked below: (45)

☐ Sucrene Dairy Feed
☐ Sucrene Calf Meal
☐ Sucrene Hog Meal
☐ Sucrene Poultry Mash
☐ Amco Fat Maker for steers
☐ Amco Dairy Feed (25% Protein)

My Dealer's Name.....
P. O. State.....
My Name.....
P. O. State.....

WE FED YOUR COWS

Almost every high American record for fourteen years with any breed was made with our Ajax Flakes as an important base of the grain ration.

Unicorn Dairy Ration is the only feed that contains Ajax Flakes.

You can hardly find a pure blood whose maternal ancestors were not fed on Ajax Flakes or Unicorn Dairy Ration.

Unicorn is recognized as a safe, efficient and economical dairy feed.

Unicorn during the past year made more high records than any other brand of feed.

Unicorn really costs less per pound of milk or fat produced than other feeds.

Chapin & Co., Dept. 131 State St. Boston

WHEN WRITING ADVERTISERS MENTION NEW ENGLAND DAIRYMAN.

ucts, the surplus problem will disappear.

5. A better supply of milk will be certain to follow. Local plants will and should compete in quality of product. Each will have its local board under which it is sold. Quality means price and in time the local producer will take pride and profit in the grade of dairy products furnished. This is the usual outcome of strong local reasonably independent co-operative packing plants.

6. It is more profitable. One of the few co-operative milk plants in Vermont—the only one in Vermont for which I have figures for last year—after receiving the highest price for milk paid anywhere in that section of the state, had left a surplus of \$10.00 per cow for the year to be distributed to the producers! Not an insignificant bonus. Rightly managed the producers will certainly receive greater net returns when they get everything there is in it.

7. Competition is keener. There are more bidders. Now when one dealer builds a plant or a line of plants in a dairy section, no other dealer can compete without building competing plants at great expense. If both run there is waste for neither runs at full capacity. If there is only one, the producer is likely to suffer in price or treatment. With a farmers' plant established any dealer may bid and buy any time since the farmers provide the plant, look up the milk supply and prepare it for sale and

consumption. More than forty firms were bidders for milk at one farmers' plant in Vermont in one year.

8. The only live, successful, permanent co-operative association is that one in which the members take some part in actual commercial transactions. This statement is learned by long study of many associations. The great organizations, covering a wide area, run by a few men and so formed that the actual members take little part or are far distant from active headquarters is doomed to co-operative failure no matter how fine its purposes.

Consequently the most important advantage of Co-operative Milk plants will be the effective organization of the dairy industry. Up to date co-operative endeavor through the N.E.M.P.A. has been too easy and too cheap. Before we have an effective organization to control the industry and bind the dairymen into an effective working body we must pay more. Now if we can go down into our pockets to build plants we shall have a vital and serious interest in organization. When our neighbors refuse milk or bring bad milk to the plant we shall learn what discipline and contractual obligations mean. After we have spoiled a churning of butter or the boiler breaks down and milk sours we shall know more of the incidental costs of doing business. Meanwhile we have to pay our dues, work together, settle our differences, meet our market problems and learn to co-operate.

Started on this business basis, with a money stake involved and given two years of working together, I'll guarantee that no organization of dealers can break up a federation of milk plants.

9. So these plants must federate in such an organization as the N.E.M.P.A. which looks out for the common problems of organization, building plans, grades, standards, general market problems, advertising to increase consumption, accounting, and a host of other matters.

Think it over. I have long believed in these plants; the farmers' creamery, rightly organized, was a godsend to Wisconsin farmers. Look at Wisconsin and Minnesota today and count the co-operative creameries. Note what the Dairymen's League is doing in the hurried acquisition of milk plants. Eventually farmers' plants must be built. Why not now?

FARMERS' CLAIMS RECOGNIZED

The following editorial from the Binghamton N. Y., Republican-Herald which we clip from the Rural New Yorker expresses frankly and well the position of the farmer and his part in the life and welfare of the country. His work has always been vital and is now even more so. His work is hard and his pay small. The papers and the public are coming to realize more and more the struggle that the farmer has and while the at-

titude of both has been changing to a more favorable one, fair statements are not so common in the city papers that one like this should go unnoticed and unappreciated:

The Farmer's Poor Reward.

The farmer has few enough men to take up the cudgels for him. Most city dwellers are indifferent as to whether or not he receives a fair return for his work and investment. Yet this is basic. The farmer feeds and for the most part clothes all the people, whether they live in the city or country. As a reward for this fundamental service he gains, for the most part, a bare existence. The average small farmer around these parts does more hard work for less money than almost any of the persons who live off what he produces.

Agriculture, which is the most important of American industries, ought to be made also one of the most attractive. Especially during the war, when success or failure partly depends upon the stimulation of farm production, is this important.

As Theodore Roosevelt says: "The welfare of the farmer stands as the bedrock of the entire Commonwealth. Hitherto he has not received the full share of industrial reward and benefit to which he is entitled. He can receive it only as the result of organization and co-operation. Along certain lines the government must itself co-operate with him; but normally most can be accomplished by co-operation among farmers themselves, in marketing their products, in buying certain things which they particularly need, and in joint action along many lines. The State can wisely supplement such work of co-operation, but most of such work it cannot with wisdom itself undertake."

Feed Well in Flytime

When the good pasture of early summer is baked and tramped out—and the flies are bad—and it's dry and hot
That is the worst time of the whole year for the cow.
Then is when so many good dairymen feed their cows

BUFFALO CORN GLUTEN FEED

The cows, when they are back in the barn at hard work next year, will pay well for all the Buffalo Corn Gluten Feed they get this summer.

Not only that, but they pay well for their summer Buffalo Corn Gluten Feed right along as they get it. It keeps them up in production in the hot season.

We know a great many very good dairymen who feed Buffalo almost as heavily in summer as they do in winter

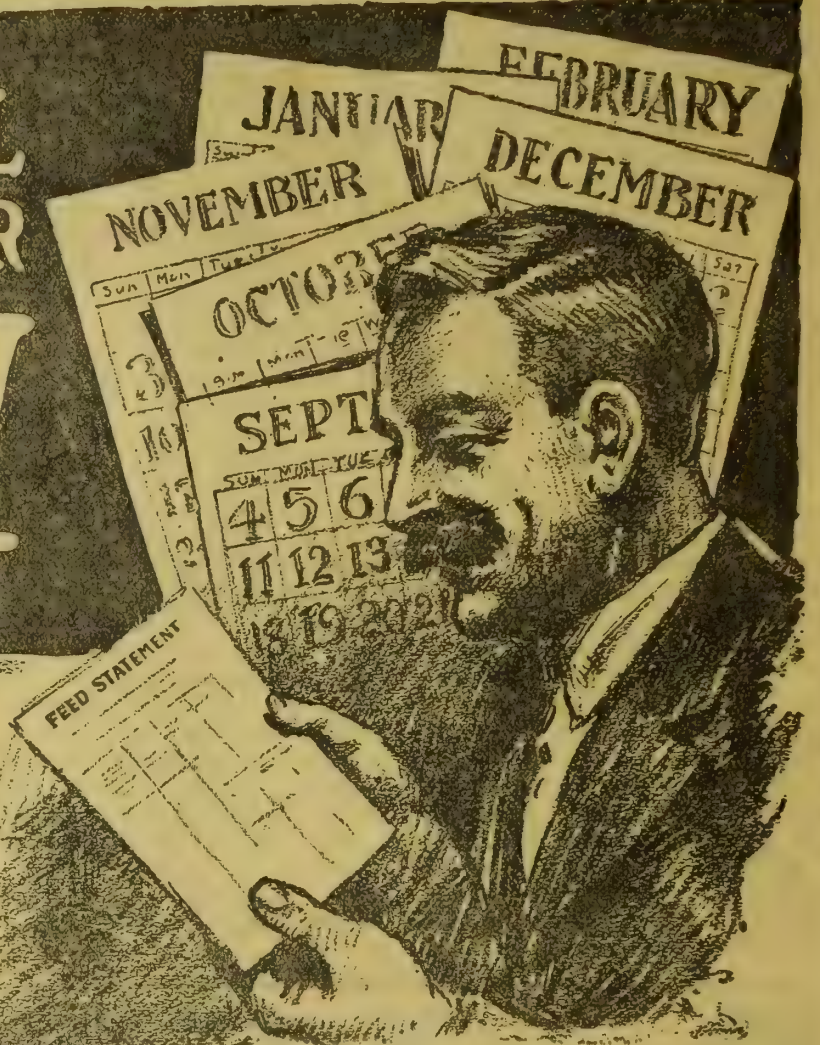
And when men follow that system for thirty years it surely must be a paying proposition.

NOTICE—It would pay you to return to your dealer any feed bags bearing our brands which you may have in good condition.



CORN PRODUCTS REFINING CO.
CHICAGO NEW YORK

ORDER YOUR FALL AND WINTER FEED SUPPLY NOW



Don't run the risk of a possible feed shortage next winter due to shipping difficulties—be on the safe side—order your feed NOW and be sure that you order feeds that meet your requirements best. Actual feeding results and low cost make it decidedly to your advantage to stock up on the "old reliable"

SCHUMACHER FEED AND BIG "Q" DAIRY RATION

SCHUMACHER FEED has time and time again proved its merit in record making, record breaking long distance milk and butter production tests—it has to its credit (fed with high protein concentrates) more World's Champion Milk and Butter Records than all other feeds combined. SCHUMACHER FEED is a grain ration that supplies ENERGY—STRENGTH—STAMINA and ENDURANCE that cows must possess if they are to be big producers. SCHUMACHER FEED is also an ideal feed for dry cows, horses, hogs and growing stock.

BIG "Q" DAIRY RATION is a protein ration of the highest quality made on the modern idea of "highest quality" of protein content—a wonderful milk producer.

By having a liberal stock of SCHUMACHER FEED and BIG "Q" DAIRY RATION you will be independent of a feed shortage and get the best results from all your stock. SCHUMACHER FEED and BIG "Q" are splendid result-producing feeds.

Also as a price consideration it is to your advantage to stock up on these feeds. Our liberal allowance of 15c each for jute sacks of our brands makes SCHUMACHER FEED \$0 to \$25 per ton cheaper than good corn and many dollars per ton cheaper than hominy feeds.

Don't delay—order NOW. Your dealer can supply you NOW—he may not be able to later. "A WORD TO THE WISE IS SUFFICIENT."

The Quaker Oats Company Address Chicago, U. S. A.

15 Cents
Apiece for
Jute Sacks

Your dealer will
supply you with
jute sacks of
our feeds. The
amount to handle
will be determined
by your needs.



THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association



Volume 2. Number 6.

BOSTON, MASS., SEPTEMBER, 1918

50 Cents Per Year

HEARING IN VERMONT--MAINE NEXT, AUBURN, OCTOBER 11

The hearing before the Regional Milk Commission for New England held Sept. 11th at Wells River, was a decided success from the standpoint of securing evidence relative to the cost of milk production. Representative farmers were present from Orleans, Caledonia, Washington, Orange County, Vt., and Grafton County N. H. who testified without exception that at present prices there was no encouragement to improve and develop the industry.

Detailed evidence was given as to the cost of grain, labor and other things entering into milk production. The labor situation was disclosed to be especially alarming. Not only were prices exorbitant, but help was not to be had at any price and on many farms women and children were being employed to do men's work. Under such circumstances it

was generally agreed that farming operations would be restricted or discontinued unless exceptional encouragement was offered and even then considerably less would be done next year than this.

Special credit for the success of this hearing should be given to the county agents of Caledonia, Orange and Grafton Counties. Messrs. Wood of Caledonia, and Loveland of Orange County testified in behalf of the farmers.

The next hearing will be held Oct. 11th at Auburn, Maine. Arrangements are being made through the State Department of Agriculture, the Grange and the N. E. M. P. A. for a large attendance. It is probable that those attending this hearing will be given the opportunity of visiting the great Turner Centre plant at Auburn.

NATIONAL MILK PRODUCERS FEDERATION

The Board of Directors of the National Milk Producers Federation met at the Ebit House, Washington, D. C., for the consideration of a nation wide campaign for organization and to discuss the market situation.

Various matters were brought to its attention and the Directors went on record as favoring the Gore Amendment to the Agricultural Bill now before Congress and any legislation that will enable the buyer of dairy feeds to know the constituent elements and chemical contents of feeds offered for sale.

It is the practice of milk condenseries to give rebates to retailers and jobbers covering stock in hand at the time of any price decline. It was the opinion of the Directors that this was an unfair practice and should be discontinued. Condenseries pool the price for Government contracts and pool the allotments. Buying under varying conditions this system creates a wide divergence in profits and many condenseries are, on this account, in financial difficulty.

The main purpose of the meeting was discussed by Judge W. B. Lamb of the United States Food Administration, who has traveled all over the country in connection with the milk problem. Judge Lamb stated that his investigations showed the crop situation to be decidedly unfavorable and that the outlook for dairy feeds promised to become more serious during the coming winter. Judge Lamb emphasized the need of a concerted movement to educate the people to the real food value of dairy products, much of the opposition to the payment of a reasonable price being based on

ignorance and prejudice among consumers.

The unsettled condition of transportation, especially foreign shipment, was, according to Judge Lamb, seriously affecting the price received for condensed milk, butter and cheese. Although the food administration had repeatedly tried to secure advance information as to the needs of foreign countries for these commodities no satisfactory information has yet been had and it is impossible to anticipate the export demands for the future.

Under these circumstances large buyers will not pay materially advanced prices unless forced to do so by the utmost pressure. Judge Lamb emphasized again and again the importance of local and national organization. It was suggested that a national drive be made to get all important condensery states organized.

The Bureau of Markets of the Department of Agriculture has volunteered to place organizers in the unorganized territory to assist in carrying out a sound and businesslike plan of organization. There are six states whose condensing interests are of primary importance, Wisconsin, New York, Washington, Illinois, Michigan and Pennsylvania.

An exceedingly important action was taken by the National Milk Producers Federation in the selection of Mr. A. B. Lyman, as Assistant Secretary, with an office in Washington. Mr. Lyman's connections with the farm organization movement are well known throughout the country and his presence in Washington gives the milk producers a strong representation at the national capitol.

(Continued on Page 8)

PRICES FOR AUGUST MILK

LOOK OUT

We give herewith schedule of whole milk prices (1st column below) to be paid by all dealers not operating under the surplus plan. We also give the names and prices to be paid by dealers operating under the surplus plan. No dealer except those named is entitled to any allowance from the whole milk price below, until they have gone before the Milk Administrator with sworn statements proving themselves entitled to an allowance. If any dealer except those named below attempts to settle at less than the whole milk price named let us know.

N. E. M. P. A.

Richard Pattee, Manager.

	Percent Surplus	Price at Boston 100 lbs. Qt.
Hood	17.15	\$3.747 .0805c
Whiting	17.44	3.68 .079
Turner Center	30.35	3.668 .0783
Alden Bros.	18.	3.74 .0804
Acton Farms	1.637	3.972 .0854
F. S. Cummings	15.33	3.88 .0834
Westwood Farms	14.42	3.7075 .0797
Plymouth Creamery	16.04	3.91 .084
Grafton County Dairy Co.	3.67	3.962 .0852
Frank E. Boyd	11.79	3.926 .0844
1st zone price 1c, 2nd zone price 1/2c qt. higher.		

Prices per Cwt. at Country R. R. Station for August Milk

Zones Miles	Whole Milk Price	Hood	Whiting	Turner Center	Alden Bros.	Acton Farms	F. S. Cummings	Westwood Farms	Plymouth Creamery	Grafton Co. Dairy Co.	F. E. Boyd
1-20	4.214	3.951	3.884	3.872	3.944	4.176	4.084	3.911	4.114	4.166	4.130
21-40	3.947	3.683	3.616	3.604	3.676	3.908	3.816	3.644	3.846	3.898	3.862
41-60	3.561	3.297	3.230	3.218	3.290	3.522	3.430	3.258	3.460	3.512	3.476
61-80	3.523	3.259	3.192	3.180	3.252	3.484	3.392	3.219	3.422	3.474	3.438
81-100	3.490	3.226	3.159	3.147	3.219	3.451	3.359	3.187	3.389	3.441	3.405
101-120	3.458	3.194	3.127	3.115	3.187	3.419	3.327	3.154	3.357	3.409	3.373
121-140	3.425	3.161	3.094	3.082	3.154	3.386	3.294	3.122	3.324	3.376	3.340
141-160	3.392	3.129	3.062	3.050	3.122	3.354	3.262	3.089	3.292	3.344	3.308
161-180	3.366	3.102	3.035	3.023	3.095	3.327	3.235	3.063	3.265	3.317	3.281
181-200	3.339	3.075	3.008	2.996	3.068	3.300	3.208	3.036	3.238	3.290	3.254
201-220	3.312	3.049	2.982	2.970	3.042	3.274	3.182	3.009	3.212	3.264	3.228
221-240	3.285	3.022	2.955	2.943	3.015	3.247	3.155	2.982	3.185	3.237	3.201
241-260	3.265	3.001	2.934	2.922	2.994	3.226	3.134	2.961	3.164	3.216	3.180
261-280	3.238	2.974	2.907	2.895	2.967	3.199	3.107	2.935	3.137	3.189	3.153
281-300	3.211	2.947	2.880	2.868	2.940	3.172	3.080	2.908	3.110	3.162	3.126

All prices are for 3.5% milk; 4c per cwt. variation for each point of test; 2.3c additional per cwt. where producer furnishes cans from farm to R. R. Station

MASS. FOOD ADMINISTRATOR SAYS "USE MORE MILK"

The Food Administrator of Massachusetts is distributing pamphlets through stores and restaurants in Boston urging people to use more milk. It occurs to us that the producers themselves might properly join in this movement especially as more milk is still being sold to Boston dealers than Boston people will consume. While in Vermont in August we heard of a prosperous, leading farmer, who sold his whole milk and bought condensed for home use. We were told of others who limited themselves in order to have more to sell. Yet these same people kicked because there was a "surplus." Again we say how can you complain that other people don't buy your goods when you won't use them yourselves? Remember too that a quart of milk costs you much less than it costs in the city. How would you feel if every quart you used cost you at least 15 cents?

Let's use all we need of this cheapest of foods on the farm and then try to educate the city consumer that at the price he pays it is still cheap to him.

Here is the Food Administration Circular:

USE MORE MILK CONSERVATION BY SUBSTITUTION.

BEVERAGES.

Every young child should have a quart of fluid milk a day. If he doesn't like it, add cocoa syrup to either hot or cold milk; often a very small amount will serve the purpose. Flavor with vanilla, caramel, honey or corn syrup. Use a soda-water straw, and eat it slowly.

NOTE—The figures before the name of a recipe indicate amount of muscle-building elements. The figures after the name indicate the total fuel value, or calories. Spoonfuls are measured level.

36—COCOA.—512

Four tablespoonfuls cocoa, 2 tablespoonfuls sugar, 1 cupful water, 4 cupfuls milk.

Mix cocoa and sugar with the water, and boil for ten minutes. Stir this syrup into the hot milk, and cook over hot water for one-half hour.

A glass of milk and a cup of cocoa are high in food value. Coffee and tea are only stimulants, containing no food value except that contained in the sugar and milk served with them.

SOUPS.

Use milk to make the left-overs into satisfying and nourishing soups.

58—TOMATO SOUP—868

Six cupfuls milk, 6 tablespoonfuls corn flour, 3 cupfuls canned tomatoes, 1-2 teaspoonful soda, 2 teaspoonfuls salt, 1-4 teaspoonful pepper.

Heat five cupfuls of milk. Mix the corn flour and seasoning with one cupful of cold milk; add to the hot milk and cook over hot water. Cook and strain the tomatoes, add soda, and mix with the sauce just before serving.

60—POTATO SOUP—1076

Use recipe for tomato soup. Omit tomatoes and soda, and add, instead, two cupfuls of cooked potatoes and a few drops of onion juice.

58—CORN SOUP—998

Use recipe for tomato soup and add, instead of tomatoes and soda, one and one-half cupfuls of canned corn and a few drops of onion juice.

FEEDS OUR ARMIES AND OUR ALLIES.

Stretch the small quantity of left-over fish, meat or vegetable into a family-sized dish by adding a cream sauce of milk gravy.

SCALLOPED VEGETABLE OR FISH.

Two tablespoonful corn flour, 1 teaspoonful salt, pepper, 2 cupfuls milk, 4 cupfuls cooked vegetable or fish, 1-1/2 cupfuls seasoned crumblings.

Make a sauce of the first four ingredients, pour over the vegetable or fish, in a baking dish; cover with the crumblings, and brown in the oven.

58—CREAMED CODFISH—583

Four cupfuls milk, 4 tablespoonfuls

corn flour, pepper, 1 cupful shredded codfish, chopped parsley.

Heat the milk over hot water, and thicken with corn flour, mixed in a little of the milk. Add the codfish and parsley, and serve.

58—FRIZZLED BEEF—975

One-fourth pound chipped beef, 2 tablespoonfuls fat, 3 tablespoonfuls corn flour, 3 cupfuls milk.

Melt the fat in a hot frying pan, add meat, and stir until it browns and curls. Pour the milk into the pan and stir in the flour, which has been moistened with a little of the cold milk. Cook until smooth and creamy.

MILK OR CREAM TOAST.

Pour hot, salted milk over slices of

toast; or, make a sauce as for scalloped vegetable, and pour this over the toast. Grated cheese may be added to the sauce, if desired.

COTTAGE CHEESE.

Pour boiling water into thick, sour milk, stirring all the time until the whey begins to separate from the curd. Pour into a thin muslin bag (a small salt bag will do) and hang up to drain. When the whey has all drained out, rub it smooth with a spoon; add salt and pepper, moistened with milk or cream.

FLUID MILK IS A WHOLESOME SUBSTITUTE FOOD.

35—BAKED RICE PUDDING—884

Three tablespoonfuls rice, 1 quart milk, 1-2 cupful sugar or corn syrup, 1-4 cupful raisins.

Place all in a baking dish and cook in a slow oven, stirring occasionally, until of a creamy consistency. Serve hot or cold. This may be cooked in a double boiler by using one-half cupful of rice.

PROVIDENCE MILK

PRICES FOR JULY, AUGUST AND SEPTEMBER:

In Providence two general sets of prices are made. The dealers, except Providence Dairy Co., are required to pay full price for all milk bought, but not required to take all the milk their dairies make. They are to pay the full price for standard milk delivered at Providence. Their price at any point in the country is the price at Providence, less freight and can expense, as indicated in the accompanying Table I.

Deductions allowed all dealers except Providence Dairy Co. on milk shipped from stations between Westerly and Providence and Willimantic and Providence.

TABLE I.

Zone	Miles	Deductions per can	
		Shipped in	
1	1-20	10 qt. can	20 qt. can
2	21-40	.0578	.0952
3	41-60	.0678	.1052
		.0778	.1302

July prices F. O. B. Providence .813c per 10 qt. can
1.625c per 20 qt. can

Price at R. R. Station per can by Zones.

Zone	Miles	Shipped in	
		10 qt. can	20 qt. can
1	1-20	.755	1.530
2	21-40	.745	1.520
3	41-60	.735	1.494

August and September prices F. O. B. Providence .863c per 10 qt. can
1.725c per 20 qt. can

Price at R. R. Station per can by Zones.

Zone	Miles	Shipped in	
		10 qt. can	20 qt. can
1	1-20	.805	1.630
2	21-40	.795	1.620
3	41-60	.785	1.595

The Providence Dairy Company buys all its milk by weight and test, takes all its producers make and is granted the Regional Milk Commission surplus allowances. It operates one milk receiving plant at Willimantic, Conn. It collects milk on an electric line in New London County, Conn., and transfers it to the steam road at Westerly, R. I.

Its operations are so adjusted that three price tables are required. For milk handled through the milk station at Willimantic the Providence Dairy Company will pay the full price delivered in Providence, less cost of getting it there including freight, station expense and use of cans. Being bought by weight and test with an extra price for excess butter fat, the expense of weighing, sampling and testing is further deducted.

The price at the receiving station at Willimantic is shown in Table II.

TABLE II.

Deductions allowed to the Providence Dairy Co. on all milk passing through the Willimantic Concentrating plant and shipped to Providence.

Deductions per cwt.		Shipped in
		20 qt. cans
L. C. L. Freight Rate		.2674
Can Service		.0353
Station Expense		.1480
Accounting & Testing		.0245
War Tax		.0080

Total per cwt. .4832

Price at Willimantic per cwt. paid by Providence Dairy Co.

		Shipped in
		20 qt. cans
July price per cwt. F. O. B. Prov.		3.7781
Less deductions allowed		.4832

Price at Willimantic 3.2949
Surplus allowance ordered by Com. .2332

Net Price to Producer 3.0617

		Shipped in
		20 qt. cans
August price per cwt. f.o.b. Prov.		4.0106
Less deductions allowed		.4832

Price at Willimantic 3.5274
Surplus ordered by commission .1008

Net Price to Producer 3.4266

Milk collected by trolley and transferred to steam trains at Westerly, R. I. bears the freight charge from Westerly, the cost of transfer from the electric to steam cars and the other charges as from Willimantic, Conn., except station expense. Prices paid by the Providence Dairy Company for above milk is shown in Table III.

(Continued on Page 7)

32—JUNKET—532

1 quart milk, 1 rennet tablet. Honey or corn syrup to sweeten and flavor.

Heat the milk until lukewarm, add the honey or syrup. Dissolve the tablet in 2 tablespoonful of cold water, stir this into the warm milk and pour into cups. Set in a warm place until it becomes firm; chill and serve. Vary the flavor by using caramel, cocoa, chocolate, vanilla or nutmeg. When frozen like ice cream it is delicious.

36—CORNSTARCH PUDDING—729

1 quart milk, 4 tablespoonfuls sugar, a few grains of salt, 6 tablespoonfuls corn-starch, 4 tablespoonfuls cocoa.

Heat three cupfuls of the milk. Mix sugar, corn-starch and cocoa with the remainder of the milk. Pour this into the hot milk, and cook over hot water for thirty minutes. Add salt and pour into a mold. When cold, serve with cream or top milk.

26—CUSTARD—424

Two cupfuls hot milk, 4 tablespoonfuls sugar, a few grains of salt, yolks of two eggs, 1-4 teaspoonful vanilla.

Pour hot milk over the beaten eggs; add sugar and salt. Cook in a double boiler, stirring all the time, until it thickens slightly. Strain, cool, flavor, and serve with lemon jelly, cottage pudding, or baked desserts. For a baked custard use the whole eggs and bake in a moderate oven.

CHILDREN
Must Have It

ADULTS
Ought To

MILK IS A FOOD.

Buy at least a pint a day for every member of the family. No other foods can take its place for invalids and children. Save on fat, wheat, sugar, meat—but NOT ON MILK.

Use all of the milk—waste no part of it. Use skimmed milk for cooking. Serve the top milk with breakfast foods and puddings. Use sour milk in making muffins, griddle cakes or cottage cheese. Save the whey for bread-making.

One pint of milk yields 14 grams protein and 314 calories.

One pint skimmed milk yields 15 grams protein and 166 calories.

One pint buttermilk yields 13 grams protein and 165 calories.

One pint whey yields 4 grams protein and 125 calories.

One pound cottage cheese yields 94 grams protein and 510 calories.

A glass of fluid milk is about equal to 2 large eggs.

2 potatoes.

1/2 lb. chicken.

1/6 lb. beefsteak.

3/4 lb. codfish.

1 pt. oysters.

1 lb. cabbage.

1 1/2 lbs. squash.

PUT YOUR COOKING ON A WAR-TIME BASIS

TRY THESE RECIPES. USE MORE MILK.

It is palatable.
It is easily digested.
It is a bone builder.
It is a muscle builder.
It is an energy giver.
It is a cheap animal food.
It leaves no harmful substance in the body.
It can be served in many ways.

WHY
?

HOW
?

As a nourishing beverage.
In soups.
In scalloped dishes.
In gravies and sauces.
In desserts.
With breakfast cereals.

THE TESTIMONY OF EXPERTS.

"The children must have milk. For them there is no substitute. To grow and to keep healthy and strong, they must have plenty of milk. It is invaluable at even 14 1/2 cents a quart."

MRS. BURT WOLBACK

Chairman Child Conservation Comm.
"Perishable foods should be used more freely, and of all these perhaps the chief is milk. It is a perfectly balanced food, complete in itself, and may be consumed without waste."

PHILIP ALLEN

Chairman Federal Milk Comm. of N. E.
"Milk is the best all-round food. It is absolutely essential for mothers who are nursing and for growing children. Its place cannot be taken by any substitute."

SARAH LOUISE ARNOLD

Asst. Dir. Federal Home Economics for Mass.

"You get more for your money in milk in actual food value, in energy, in protein, in repairing and in building properties than in any other food in the world."

PROF. W. T. SEDGWICK

Mass. Inst. of Tech.

HENRY B. ENDICOTT

State and Federal Food Administrator

NATIONAL DAIRY SHOW

AT COLUMBUS, OHIO, from Oct. 10 to 19 will be held the NATIONAL DAIRY SHOW. This is the show that was held at Springfield, Mass., in October, 1916. Many members of the NEMPA attended with pleasure and profit. Any milk producer who can should go to Columbus this year.

U. S. ADVERTISES MILK

VOLUNTEER CITY WOMEN BOOST DAIRY PRODUCTS

The United States Government through the Department of Agriculture is conducting throughout the country an extensive campaign to educate consumers to the use of dairy products. Much effort has been spent in developing the use of Cottage Cheese. Campaigns have been waged in the middle West under the leadership of the Bureau of Markets with great success.

Arrangements have been made for a drive of similar character in Boston the week of Sept. 23rd. The Department under the management of Mr. James, has arranged for an extensive newspaper and circular cam-

paign, placards on street cars and in show windows and demonstrations and lectures on the Common, at public buildings, in stores, markets and other places by volunteer workers.

A large corps of public spirited city women have volunteered their services. They have been taught by Mr. James and others, how to handle this sort of work. They have been instructed as to the dairy situation in New England and are going among the people next week to popularize dairy products. The N. E. M. P. A. is co-operating with others to finance this movement.

A RATING SUGGESTION

We are glad to print herewith a very intelligent discussion of surplus from an interested member. We would like other letters or suggestions. Something must be done to equalize the surplus burden. It is manifestly unfair to penalize one man for the faults of another. Some Moses will yet appear to lead us to the promised land of justice for all. Let's hear from you. What would you do in this matter?

Dear Sir:

Your editorial in the August New England Dairyman concerning surplus milk closes with an invitation to readers to submit any schemes for rating propositions.

I do not believe you will receive many suggestions for few farmers really have given serious thought to the matter and those who have, probably feel like myself, considerable hesitancy in assuming that we have anything of value to offer you who are so thoroughly conversant with all the sides of a complicated proposition.

After some delay, however, I am writing to you a sort of combination letter of inquiry and suggestion born of considerable rambling thought.

I have assumed that the Boston market, for instance, requires milk in a fairly stable and approximate amount; varying in proportion during the different seasons.

Something after this manner, perhaps, altho the figures are pure guess work:

July, Aug. Sept.	100%
Oct., Nov., Dec.	85
Jan., Feb., Mar.	80
Apr., May, June	85

Now, the average producer in New England has been making milk on a totally different schedule, possibly represented by this:

July, Aug., Sept.	60%
Oct., Nov., Dec.	70
Jan., Feb. Mar.	80
Apr., May, June	100

The root of the surplus trouble is that these two schedules, demand and supply, do not coincide. In their endeavor to get summer milk contractors are carrying many more producers than they need, if milk was made when it is wanted.

Only a fraction of New England's milk is needed to supply the whole milk demand, anyway; and there is always in the back sections a potential surplus, kept out of the wholesale milk business by economic or artificial barriers.

The present surplus plan is a very good palliative but it merely eases up the bad situation, it does not cure the trouble and its action does not tend to prevent surplus from occurring. In fact, it works considerably to

the detriment of the conscientious and careful farmer who tries to keep his production even. This man is penalized in the spring along with all the rest of us because some careless or idiotic farmers persist in pouring floods of milk onto the market in the spring and then dropping to half that amount in September. I do not believe that the surplus difficulty will cease until the man who makes the surplus stands the loss, until the man who produces so little milk in the late summer and fall is forbidden to ship any more than that in April and May.

Were this in effect there would be no surplus. It would take quite a little reorganization in some dairies but if it meant dollars in their pockets to do it and dollars out if they didn't, it would be done. These men are not wholly to blame, however, the system which has grown up is responsible in large measure; for the expense of making milk in July, Aug., and Sept. is as great as Oct., Nov., and December but prices offered have never before recognized this.

I submit that the only plan which will go to the root of the matter and tend to prevent the occurrence of surplus will be that which places producers on an approximate rating, say the average amount which they produce in July, August and September. Then when surplus occurs in the late winter and spring ascertain the amount of surplus in the way provided in the present scheme, and charge the loss on this surplus to those producers who are shipping more milk than they did in July, August, and September of the previous year.

Thus, if I send 10 cans per day in September and 20 cans next April; and the contractor to whom I ship has a loss on surplus of \$10,000. in the month of April, this \$10,000. would be chargeable to the extra milk which producers sent him that month more than these same producers sent in September, and of which my extra 10 cans per day were part.

I am aware that many farmers have a perfect horror of being placed on a rating but something of this kind must be done.

Country milk stations are desirable, in my mind, but they, of themselves, would not solve the surplus difficulty; they would merely transfer it from city to country.

To the extent that my assumptions and logic have been unwarranted or faulty I should appreciate a reply at your convenience.

In closing let me express my appreciation of what you have done and are doing, while the length of this epistle will bear testimony to my interest in the work that is ahead of you.

Very truly yours

NEW HAMPSHIRE SITUATION

The Following From the Commissioner of Agriculture is Self-explanatory.

The legislature of 1913 passed an act relating to the purchase of milk, cream and butter, within the state for shipment and sale without the state. The law provides that every person, co-partnership, association or corporation purchasing milk in New Hampshire and shipping same for sale outside the state shall furnish a bond from some surety company sufficiently large to protect the dairymen selling milk to such parties. The bond shall run to the Governor of the State, he to hold same as trustee for the benefit of all residents who may sell to the principal their dairy products.

The Commissioner of Agriculture is charged with the enforcement of this law and with making such arrangements and regulations as will satisfy the claimants who sell their products in such a way as the provisions of the law may apply. The enforcement of the law has been in some ways very difficult because of the way in which the farmers have complicated the conditions by making agreements with and shipping their products to the dealers prior to their demanding that such a bond be filed. In other instances farmers have made the law impossible of enforcement by paying the cost of transportation to the dealer's place of business.

That the law has been beneficial in many instances we have plenty of confirming evidence. It would seem that no producer of dairy products would be willing to nullify his protection under a law that insures him the maximum protection against losses occasioned through irresponsible dealers. This, however, is the evidence. Losses running into thousands of dollars annually have been sustained, numerous farmers having either changed from the dairy business to some other form of farming, or diverted their milk through some other channels, which might not be more profitable.

In order that the producers of dairy products in New Hampshire might know who the responsible dealers are, as well as those who evidently are willing to continue the purchase of milk in defiance of the law, I am asking some of our farm papers to print the lists. Some of the parties listed evidently are unable to secure a bond from any bonding company, not being financially able to meet this obligation. Yet, I find many of the farmers are willing to continue the sale of milk to such irrespective of this fact.

No small amount of effort has been exerted in the Department of Agriculture in having all parties buying milk within the state bond in compliance with the law, but with their inability to secure a bond and the willingness on the part of the farmers to continue making sales to them, we find it practically impossible to enforce. The larger and more responsible dealers find that the law is beneficial to them and have admitted such.

It is the determination of the Commissioner to secure a bond from each of the delinquents wherever it is possible for them to file one. The Commissioner would like to emphasize that with the cooperation of the farmers he would be able to compel every buyer of milk to comply with the law or discontinue the purchase within the state, and where such parties are not financially strong enough to meet the law's requirements by the filing of a bond, it is our opinion that the farmers can not afford to, take the chance of losing possibly the profits of a whole year's business.

ANDREW L. FELKER,

N. H. Commissioner of Agriculture.
Milk Dealers Licensed And Bonded
In New Hampshire.

Alden Brothers, Boston, Mass.
Austin H. Andrews, Watertown, Mass.
Chauncey W. Andrews, Waltham, Mass.
Frank E. Boyd, Everett, Mass.
C. Brigham Company, Cambridge, Mass.

David Buttrick, Arlington, Mass.
Hiram C. Bruce, Milford, N. H.
Robert M. Burnett, (Deerfoot Farms Dairy), Southboro, Mass.
James F. Cashin, South Boston, Mass.
H. P. Hood & Sons, Boston, Mass.
Grafton County Dairy Company, Southboro, Mass.
Lyndonville Creamery Association, Lyndonville, Vt.
Mohawk Dairy Company, Boston, Mass.
A. D. Perry, Worcester, Mass.
Plymouth Creamery Company, Boston, Mass.
Turner Centre Dairying Association, Auburn, Maine.
Benjamin E. Sanborn, Leavitt's Hill, N. H.
Wallis E. Stuart, Cambridge, Mass.
Wason-MacDonald Company, Haverhill, Mass.
J. R. Whipple, Boston, Mass.
D. Whiting & Sons, Boston, Mass.
Charles A. Woodbury, Somerville, Mass.
W. F. Noble & Sons Company, Winter Hill, Mass.

Dealers Buying Milk In New Hampshire, Not Licensed or Bonded
In 1913.

Ipswich Farm Milk Company, Cambridge, Mass.
George H. Mathes, Jamaica Plain, Mass.
M. S. Boyd, Malden, Mass.
Albert E. Stickney, Haverhill, Mass.
C. R. Warburton, Haverhill, Mass.
Edward Salomon, Fitchburg, Mass.
Anderson Brothers, Worcester, Mass.
Charles H. Talbot, North Wilmington, Mass.

Dealers Buying Milk In New Hampshire, Farmers Paying Transportation Charges On Milk Shipped to These Dealers.

John Jarek, Lowell, Mass.
Otis Byam, Lowell, Mass.
Frank W. Laroe, Beverly, Mass.
Walter Andrews, Lowell, Mass.
J. W. Kimball, Haverhill, Mass.
E. G. Buttrick, Haverhill, Mass.
John K. Costello, Fitchburg, Mass.
George S. Learned, Fitchburg, Mass.
Sam Blotnauer, Haverhill, Mass.
Joseph Chenelle, Dracut, Mass.
Charles L. Woodland, Waverley, Mass.
C. W. Spear, Wakefield, Mass.
Brandon Farms Milk Co., Cambridge, Mass.

Tappin Brothers, Gardner, Mass.
Lake Morey Creamery Co., Fairlee, Vt.
Dealers Who Have Applied For License, But Have Not Furnished Bond to Date.

Acton Farms Milk Company, Somerville, Mass.
Narcisse Clermont, Lowell, Mass.
Herbert Whitney Cox, Bradford, Mass.
Childs Brothers, Waltham, Mass.
A. W. Cummings, West Somerville, Mass.
Francis S. Cummings, West Somerville, Mass.
Elm Spring Farm Company, Waltham, Mass.
Dionis Gelinis, Lowell, Mass.
Fred E. Giles, Somerville, Mass.
Charles G. Lord, Melrose, Mass.
Samuel E. Paige, Dorchester, Mass.
Walter M. Perry, Cliftondale, Mass.
G. H. Richardson, Dracut, Mass.
Rockingham Milk Company, Charlestown, Mass.
John A. Redmond, Mattapan, Mass.
Forbes Brothers, Melrose Highlands, Mass.
James J. Gilgun, Malden, Mass.

FUTURE DEVELOPMENT

From an Address by Mr. Pattee, Before the National Board of Farm Organizations.

The proper and strategic points of attack, in our judgment, for an immediate and lasting addition to the profit in making market milk is in the erection of a producer owned system of distribution.

The money in the milk business in New England is made in handling, not making the product. An old man once told me that if I wanted to make money I must go where money was. The dairy industry can make money by absorbing the profit of those who handle the goods. I am aware that farmers hesitate to enter new fields, but we in New England have already under way big plans for future development through co-operatively owned milk stations in the country, drained into great concentration plants located at shipping centers, from which the product may be diverted to any of our numerous markets in the quantity and condition such markets demand. These concentrating points we hope to equip with suitable facilities for utilizing the product down to the last "squeal", and with storage facilities to enable us to sell advantageously without being forced to dump our stuff on flooded markets.

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A PERSONAL WORD.

I have spent much time away from the office during the past month, attending milk meetings in the country, a convention of the associated farm organizations at Washington, and helping care for my little girl at home who has had pneumonia. I am trying to move my family from Lacomia, N. H., to Boston and had most of my furniture packed, had set the date and engaged a truck to move, when the little one was stricken. Now we are held up, probably for several weeks, and while the doctor says the crisis is passed, we are of course still mighty anxious about the baby's recovery. Life is one thing after another for us all I suppose, and I shall not complain at annoyance and delay if only my family can be well and my work go forward. It has been hard to have my wife and children a hundred miles away. I shall be glad when they are where I can get home nearly every night and I know I can do better work then for the N. E. M. P. A.

I was impressed at the recent milk meetings with the feeling that while every community had local problems unsolved, the association has proven its value and would not be given up. I was glad to get frank criticism and especially glad to lay before actual producers some of our vexing problems. I tried everywhere to impress on producers the fact that this is their association, that they must take part in its management and help do its work. It is mighty easy to tell things that ought to be done but it's harder sometimes to do them. I saw houses that should be painted, rocks that should be removed, crops that should be harvested and I knew that the farmers knew these things as well as I and would do them when they could. So the N. E. M. P. A. has many things to do and it will require time, patience and strength to do them.

It surely did me good to meet so many people. I hope I did some good for the cause.

RICHARD PATTEE

USE IT YOURSELF.

Randolph, Vt., is a farming town. The County Agricultural Agent told us last month that about three years ago, when he came there, he canvassed the grocery stores and did not find one that sold oleomargarine.

Last month he canvassed them again and found all or nearly all, selling it. Farmers were selling their milk, cream and butter and buying condensed milk and oleo. Isn't it strange that farmers will expect other people to buy and use their products at higher prices than they pay themselves when they want use them at home. They claim to be selling them at less than cost and using the money to pay someone a profit on substitutes. It is no defense to cry poverty. City people, despite high wages, are still poor and can ill afford to pay the awful cost of present day living. Farmers cannot expect others to patronize their industry when they won't patronize it themselves. If milk isn't worth to them what it costs to make it, they can hardly say it is worth the city price to other people. The N. E. M. P. A., the milk dealers, the Milk Commission, the Food Administration, the states and the nation are urging people to use more milk at much higher prices than the producer pays for it. Yet some producers kick about a surplus, complain at low prices and deny their families dairy products in order to sell them in a flooded market at a loss. We print in this issue the Massachusetts Food Administration's circular, asking people to use more milk and telling how it may be done. If New England farmers would join in a movement to use more milk at home, to use no substitutes for whole milk or butter, a big step would be taken toward solving the surplus and price problems.

DO IT NOW.

The N E M P A has been representing the milk producing farmers for nearly two years and much has been done to secure better prices and improve conditions in the dairy business.

The N E M P A has won recognition from the government, the dealers, the press and the public as the spokesman and agent of the men producing milk. This means a great deal. The city papers, instead of accusing the farmers of being profiteers and holding up the consuming public, are recognizing that the men who are producing food must have a paying price for their products. The papers, state and city officials and people interested in public welfare are urging the use of more milk as being not only a most valuable food but the most economical.

The greatest possible use of milk should be made in order to effect a saving of other food to ship to the troops and Allies.

The producers of milk have an opportunity and a responsibility. The opportunity, through the recognition of the importance of their product and of their part in aiding to win the war, to establish the dairy industry on such a business basis as it has never occupied and where in future it will be satisfactory and profitable.

The responsibility lies in the need for doing our utmost to maintain our dairy herds for present food production and to aid in restoring the health and strength of the nations of Europe after the war. Millions of cows have been slaughtered. Millions of people are suffering for the lack of proper and sufficient food. It will take years to restore the production of milk in those countries to the point sufficient for the proper feeding of the people and during that time they must look to this country for a large part of their food. The outlook is serious, much more serious than words can convey.

Every farmer producing milk should unite with all other such producers in the Association which milk producers have organized to promote the interests of the business and secure the returns to which they are entitled and which they must have in order to maintain their herds. There is no question of the value of milk and the necessity for its production. There is no question of the right of

the producer to receive cost and a fair profit. Anything else is a discrimination against the farmer in favor of other classes of producers. There is no desire on the part of the people to have any such discrimination imposed on the farmer. The only objectors to fair returns to farmers are those whose unjust profits would be reduced.

In spite of the recognition we have won and the declarations from publishers and others that agriculture should be well paid we know that there is only one way to get our just returns and that is to demand them when we offer our products for sale. The manufacturer of any other commercial product figures cost of raw material and all other costs entering into the product, including selling expense, and then places his selling price enough above the cost of production to secure a profit. Manufacturers are organized.

There is just one way to secure living prices for milk and that is for milk producers to unite and use to the fullest extent the principle of collective bargaining. In other words the milk producers must be organized as are the manufacturers of any other product. We must have a strong organization to look after our business. No one is going to do this for us. No one can do it as well as the men in the business. If we delegate it to some one or sit back and wait we shall lose out.

Now is the time to act. Don't wait for any Moses to lead to the promised land. We are in that land now. All we need is vision. Just look around at your opportunity and get busy. The organization is in existence. The machinery is in good running order. Supply the power, put your shoulder to the wheel, and the work will be done that will place your business on a basis where you will be recognized equally with those engaged in any other business, be able to provide for your family and educate your children and win the gratitude of this and future generations for having done wonders in this great world crisis.

The N E M P A has accomplished a great deal. It is doing much now. It must do more and it will if you do your part. The all important thing now is to increase the membership until every cow owner is enrolled and every member paying dues.

Every officer of a local branch must realize this and secure the assistance of members to get other members. The members have a great responsibility. This is a democratic organization. Members must not leave everything to the president and secretary. The success of the N E M P A depends on YOU. If you are luke warm and not interested the N E M P A will fail of its purpose. If you get busy success is sure.

YOU can get other producers to join. YOU can always speak FOR your Association. YOU can help the secretary collect dues, if the members are not signed on dues orders on dealers. YOU can make the N E M P A what you desire it to be. DO IT NOW.

H. F. KENDALL.

17% SURPLUS.

The time is fast coming when dealers will be called on to explain their excess purchases. The Commission permitted them to add dairies during the summer to replace dairies lost and to provide for their needs during the short season. August is a short month. The table on the first page shows that during August the big dealers carried more than 17% surplus. August was a good month for sales despite high prices. As soon as sales figures are available we propose to see whether this surplus was due to under selling or over buying. Dealers should not be allowed to buy far beyond their needs and charge the overstock back to the farmers as sur-

plus. Under the present plan the dealers' business is absolutely insured against loss. He is awarded a cost plus profit (and it's an almighty good profit in our opinion) on what milk he sells and is allowed to settle for the rest except what is wasted, at what he gets out of it. He can't lose. If his purchases are excessive he simply charges up the loss to the producers. The present surplus plan is disclosing these facts in concrete form where we can deal with them. We are about ready to go before the Commission with the demand that as the dealers were allowed to take on dairies to meet their needs during the short period, they shall not be allowed to charge up to the farmers as surplus any misjudgment as to their needs. They shouldn't be allowed to buy wildly everything in sight, to secure control of creamery supplies and to occupy not needed territory, and then charge back the loss to the producers whose milk is needed for the market.

There are certain other changes we shall demand in the surplus plan. The whole scheme is based on the theory that the surplus loss must be borne by those who create the surplus. A certain part of the surplus is created by the fluctuating demands of consumers. If the consuming public declines today to buy as much as it bought yesterday, thereby producing a surplus, that surplus loss should be borne by the consumer not the producer. We should ask that reasonable surplus to meet fluctuations in trade, be carried by the dealers without charge back to the producers and that the cost of carrying such surplus be made a part of the dealers' cost of doing business to be taken out of his profits or added to his selling price.

DISTRICT MANAGER LULL.

We are glad to announce the engagement of Mr. R. D. Lull of Hardwick, Mass., as manager for Central Massachusetts. Mr. Lull will have an office in Worcester and will handle the affairs of the N. E. M. P. A. in the markets of Worcester, Springfield and other towns west of Boston. Mr. Lull is a Vermont farm-born man, 38 years old, a graduate of the Massachusetts Agricultural College in 1911 and has for some years been in charge of agricultural work in the town of Hardwick, under a fund provided for that purpose. He is a past master of the Grange and was president of the Springfield Milk Producers Association before it merged with the N. E. M. P. A. Since then he has been President of the Springfield Market Branch and of the local in his home town. Mr. Lull will move his family to Worcester and begin work about Oct. 15th. He will devote his entire time to strengthening the organization of the milk producers and the creation of a market system in his territory that shall be uniform and fair to all interests concerned.

MILK SHOW POSTPONED.

The New England Dairy and Farm Exposition which was to be held at the Mechanics Building, Boston, from October 3rd to 30th has been postponed. It was found that the hall space available was not sufficient. Some parts of the building have been leased to the Government for Military purposes.

The nature of this enterprise is such that considerable expense is involved and it was thought wise to lay the matter before the several New England legislatures with a view to securing appropriations sufficient to enable each of the states to make a splendid showing of the industry in that state and to stage the show when arrangements were possible that would give it ample space.

"UNJUST CRITICISM."

Under the above headlines the New England Homestead prints the following article. Thanks, Mr. Homestead Editor for unsolicited endorsement.

Two remarks were overheard the other day by the editor which did not set at all well. One was that the N E M P A has done nothing and the other was that the system of dues is wrong, as it costs some men as much as \$10 to \$20 a year to belong to the association. Whoever makes statements of this character simply does not know what he is talking about. He is a type of the old individualistic, opinionated farmer who is no longer regarded as much credit to the industry. If New England dairymen, as a class, were of this type and insisted upon each and every man for himself, "with the devil taking the hindmost" there would not be a very bright future for dairying.

Now as to the first question of whether or not the N E M P A has accomplished anything. Last year it returned in cold cash over \$3,000,000 to New England milk producers which would not have been received except for its good work. In the important deliberations of the federal milk commission sitting at Boston that body has continually looked to the N E M P A for advice as to what conditions producers face. Except for the N E M P A the present surplus arrangement would have been far more unfavorable. Through the N E M P A the milk industry in New England has been standardized more in two years than during the preceding 25 years. The N E M P A has put across the most extensive and successful example of collective bargaining to be found anywhere in the East as related to agriculture.

Its work has been so successful that it is quoted from one end of the country to the other and is often referred to by government authorities as showing what farmers in other sections and even in other industries must come to. The association has stood for a broad-minded course of action. There have been no petty jealousies, fire pulling, red tape, evasion of law, or anything of the sort.

For the first time in the history of the milk business in New England producers have a full-fledged office force working continuously and efficiently in their behalf at Boston. A staff of six to eight men and women giving entire time to the producers' cause. Best of all, the association is paying its bills as it goes along and there are no big deficits to make up at the end of the year as was the custom in earlier periods. A foundation

is being laid by the N E M P A for a structure which will even rival the world-famous co-operative work in Denmark.

In common with other big enterprises of this sort it occasionally gets into holes but has always been able to keep its head above water and move toward the desired goal. Country-wide from the Atlantic to the Pacific there is not a milk producers' association which has met any more difficulties and come out with flying colors than the N E M P A.

Dues Are Just.

As to the large dues which some members must pay, a second thought will convince any reasonable farmer that a man with a 100-cow dairy ought to pay more than one with five or 10 cows. He ought to because he can afford it and because it is good business. A person with an annual income of \$50,000 is required to pay a larger income tax in support of the war than one with a \$5000 income. This is thoroughly American and democratic. The N E M P A, however, is even more fair than in the case of the income tax; the latter takes arbitrary jumps at the income increases. With the N E M P A dues however, there is one constant rate for all. This rate is $\frac{1}{2}$ of 1% upon the cash value of the goods sold. Who is the farmer so unbusinesslike or so penurious that he thinks this rate too high? If a milk producer wishes to sell his farm he will pay a real estate man 5 to 10% commission. If he wishes to sell strawberries, fruit, poultry products, etc., he will likewise pay a commission man 5 to 10%. The N E M P A does not even ask for 1%. It is only $\frac{1}{2}$ of 1%. Therefore, if any reader of the Homestead hears a milk producer grumbling about the N E M P A accomplishing nothing or having an unfair system of dues, let him get right up and speak a piece. That is what the editor did and it is what he here urges every other loyal milk producer to do.

With so big an enterprise as this and one which has so many things to do and so little to do with, mistakes are bound to be made. When there are a dozen things demanding attention at the same time about the best thing that can be done is to select the more important and solve them successfully, leaving the others to be straightened out as soon as time and conditions will permit. It must be remembered that the organization is still young and that plans are already laid for a still further far-reaching service. Producers may thank their lucky stars that they have such loyalty.

(Continued on Page 10)

HAVE YOU CHANGED DEALERS?

If you have changed dealers since you signed an order for dues you could cut out the order below, sign it and send to NEMPA, 26 Broad St., Boston, Mass. This must be done each time you change or your dues are not paid. If you never signed an order **DO IT NOW.**

CUT ON THIS LINE

ORDER

Date191 .

(Dealer)

To

The undersigned member of the New England Milk Producers' Association hereby authorizes and directs you to deduct one-half of one per cent from the moneys due or to become due to him for all dairy products sold by him to you, and to pay over the amount so deducted by check to the said Association, at the time of each payment to him of the balance of said moneys. This order is to continue in force until revoked by him in writing.

Signature.....

Address.....

War Show**Food Show****Human Welfare Exposition**

All In One With

National Dairy Show

COLUMBUS, OHIO

October 10 to 19

INCLUSIVE

♦♦♦♦♦♦♦♦

This GREATEST OF ALL DAIRY SHOWS is co-operating with the Government in a WORLD'S FOOD WORK, this year, making an attendance upon the NATIONAL DAIRY SHOW a PROFIT, a DUTY, and an OPPORTUNITY, for EVERY DAIRYMAN!

♦♦♦♦♦♦♦♦

CHILDREN'S WELFARE DEPARTMENT

HOME ECONOMICS DIVISION

U. S. FOOD ADMINISTRATION

U. S. DEPARTMENT OF AGRICULTURE

All showing the dependence of humanity upon AMERICA for DAIRY supplies.

♦♦♦♦♦♦♦♦

Welfare Show

CATTLE SHOW

DRAFT HORSE SHOW

NIGHT HORSE SHOW

Every hour of the TEN days and nights replete with things of inestimable value for every man, woman and child.



What Counts Most

Merely because you already have a certain method of doing a necessary chore, you certainly would not object to its being made to yield you a greater profit.

Suppose therefore you check up the two costs of cleaning your utensils with the thought of how it may be made more profitable.

The first cost is that of time, labor and cleaning material spent in the mechanical process of cleaning and how perfectly this is done decides the extent of the second cost. This second cost represents the difference between the original food value of your product and the food value that remains after improperly cleaned utensils have exacted their regrettable toll of Quality.

Indian in circle



in every package.

To enable you to reduce the first cost to a minimum and entirely remove the cause of the second regrettable cost is the purpose of

Wyandotte
Cleaner and Cleanser

And also the secret of its success.

In order then to be positive that your effort to keep things clean is spent more profitably, you have but to order this cleaner from your supply house and practice its use.

It Cleans Clean.

The J. B. Ford Co. Sole Mfrs.
Wyandotte, Mich.



CAMOUFLAGE.

We print below a letter sent by H. P. Hood & Sons, accompanied by check, to producers in northern Vermont who had received less than the price awarded by the Milk Commission during February and March.

August 13, 1918.

Dear Sir:—

Shortly previous to February 20th, we notified you that owing to the very large quantity of milk we were then receiving, and the limited sales, we could pay you for your milk, from that time on, only its value for manufacturing purposes.

At that time we believed that this was a fair proposition, and that we were wholly within our rights.

The matter was, however, taken up with the Federal Milk Commission for New England, who, after investigation, have advised us that in their opinion, we should pay you full price for per cent. of this milk.

As it is our intention to always cheerfully comply with the rulings of the Commission, we are pleased to enclose you herewith check for the difference between the Commission price and the price paid you, for per cent. of the milk delivered during the period in question.

Yours very truly,

H. P. HOOD & SONS.

Total milk delivered, February 20—
March 31st inclusive pounds....
per cent. of above pounds at
..... cents per cwt. \$.....

This statement is skillfully misleading in that it carries the idea that the Hood Co. voluntarily makes the adjustment of price. The facts do not bear out that conclusion and it is due producers to state them.

1st. The Hoods cut the price after consultation with counsel, showing doubt in their minds as to their rights in the matter.

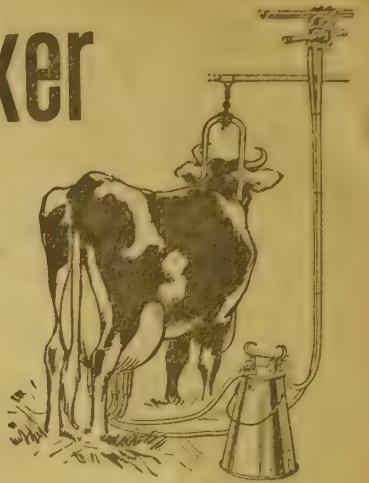
2nd. The notice given was generally by posting new prices at creameries and shipping stations where many farmers never saw them.

3rd. The matter was brought to the attention of the Commission by the protest of the N. E. M. P. A. against such cut in prices. The Commission ruled such prices be restored. Such ruling was opposed by the Hoods, through members of the concern, and by able counsel. This opposition was heard before a sub-committee which submitted to the Commission a statement of facts with a recommendation for reimbursement of the farmers where price was cut. The Hoods claimed all milk in the sections involved was bought for manufacturing purposes and drawn on for market purposes only occasionally. The N. E. M. P. A. contended such milk was bought for market use and only such was manufactured as the market would not absorb and that the price awarded was based on the dealer carrying such surplus. The Commission found the N. E. M. P. A. to be 67% right in one section and 85% right in the other. The Hoods still did not wobble according to this finding until the N. E. M. P. A. asked for and obtained the following order:

ORDER OF NEW ENGLAND REGIONAL MILK COMMISSION.

The report of the sub-committee charged with the duty of finding the facts in the above entitled matter having been filed with the Commission and accepted, it is ordered that the H. P. Hood & Sons corporation pay to each and every producer at the above mentioned stations in the vicinity of St. Albans, Vt., for 85% of the milk purchased between February 20 and March 31, 1918, including the dates (Continued on Page 7)

The Only Milker With Positive Squeeze



IT is not enough that a mechanical milker should replace hand labor. Health of teats and also greater milk yield through faster milking are very important factors.

With the natural massaging action on the teats which occurs when using the Sharples Upward Squeeze Teat Cup, fast milking is possible without working a hardship on the cows. After milking, the cow's teats are soft and free from soreness or congestion.

SHARPLES MILKER

No other milker can utilize this application of compressed air — no other milker can or does exert a single ounce of pressure on the cow's teats — therefore, Sharples is the only milker that so thoroughly insures teat health. The massaging action on the teats is found only in the Sharples teat cup. Any pressure test proves this statement.

Practically every owner of a Sharples Milker has found that the extra labor he saved by using a Sharples and the increased milk production paid for it in from four to six months. Besides, it takes away the drudgery of dairy work. Women, as well as boys and girls, can easily operate a Sharples Milker.

Sharples Milker is being successfully used to milk over 500,000 cows twice daily.

Write for catalog, addressing Dept. 57.

The Sharples Separator Co., West Chester, Pa.

Sharples Suction-feed Separator—Skims Clean at any Speed

BRANCHES: CHICAGO SAN FRANCISCO TORONTO



mentioned, a sum of money sufficient to make the full payment for 85% of the milk so purchased equal to the Milk Commission's prices in the zones in which said above mentioned stations are located during the period from February 20 to March 31, inclusive,—said sum of money to be prorated and paid to its several patrons, who have not received the Commission's full price, on the basis of 85% of the milk purchased of each patron during said period.

It is further ordered that a like payment be made to the producers in the vicinity of Newport, Vt., for 67% of the milk purchased during said period.

It is further ordered that the money so paid shall not be included in the profit and loss statement furnished the Commission for any other month or months but accounts should be so kept that reference can be had to items applying to each of the months included in this order.

ARTHUR W. GILBERT,
Secretary of the Commission.

PROVIDENCE MARKET.
(Continued from Page 2)

TABLE III.

Deductions allowed to the Providence Dairy Co. on milk shipped from Norwich via Westerly to Providence.

Deductions per cwt.	Shipped in 20 qt. cans
L. C. L. Freight Rate	.2674
Can Service	.0353
Transfer from electric to Steam R. R. at Westerly	.0255
Weighing and Sampling	.0205
Testing and Accounting	.0245
War Tax	.0080
Total per cwt.	.3812
Price at Westerly per cwt. paid by Providence Dairy Co.	Shipped in 20 qt. cans
	3.7781
July price per cwt f.o.b. Prov.	Less deductions allowed
	.3812
	3.3969
Surplus allowance ordered by Com.	.2332
Net Price to Producer	3.1637
	Shipped in 20 qt. cans
August price per cwt F.O.B. Prov.	4.0106
Less deductions allowed	.3812
	3.6294
Price at Westerly	Surplus allowance ordered by Commission 1.008
	3.5286

The Providence Dairy Company receives milk at points where there are no receiving stations or transfer expense. At such points the deduction from the price delivered in Providence are transportation, can service, sampling, weighing and testing.

The price in the various zones other than at Willimantic and on the Westerly trolley milk is shown in Table IV.

TABLE IV.

Deductions allowed the Providence Dairy Co. on milk passing through all stations except Willimantic and Westerly.

Zone	Miles	Deductions per cwt. Shipped in 20 qt. cans
1	1-20	.2718
2	21-40	.2957
3	41-60	.3557
July price per cwt. F. O. B. Providence		3.7781
Surplus allowance ordered by Commission		.2332
Price delivered at Providence		3.5449
Price per cwt. at R. R. station by Zones.		Shipped in 20 qt. cans
		3.273
		3.249
		3.189
August price per cwt. F. O. B. Providence		4.0106
Surplus allowance ordered by Commission		.1008
Price delivered at Providence		3.9098
Price per cwt. at R. R. Station by Zones.		Shipped in 20 qt. cans
		3.638
		3.614
		3.554

Where milk is bought by weight and test, the dealer will pay 4c per cwt. for each .1 of 1% above 35% and deduct 4c per cwt. for every 0.1 of 1% below 35%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

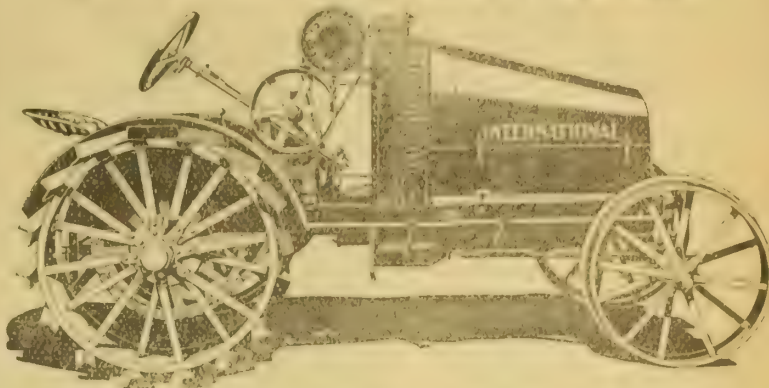
Under these circumstances it is certainly a mighty big stretch of imagination to say the Commission "advised us that in their opinion". The Commission's language is "It is ordered". It requires some faith to accept at face value the statement that this concern "always cheerfully comply with the rulings of the Commission" in view of the violation of such rulings and the fight to evade them. The fact is that the Hoods opposed every move the N. E. M. P. A. made to procure this adjustment and succeeded in partially evading what we claimed and still believe the farmers were entitled to get. But that they got any adjustment at all is due solely to the work of the N. E. M. P. A. The Hoods made these payments under compulsion and not voluntarily.

THE LATEST

AFTER 12 YEARS EXPERIENCE

8-16 International

4 Cylinder Kerosene Tractors With 3 Speed.



Complete With Belt Pulley \$975 F. O. B. Factory.

Cylinders cast in block with removable sleeves—
a special feature on Tractors.

This Tractors is adapted for all farm work, either for
Drawbar or Belt Power.

The machine will assist you to do your part in
increased crop production.

If interested write for catalogue and information
on any of our three models—

8-16 International 10-20 Mogul 10-20 Titan

INTERNATIONAL HARVESTER CO. OF AMERICA

43 Somerville Ave., Somerville Station, Boston, Mass.
Phone Somerville 1230

SAWDUST BEDDING SAVES MUCH MONEY

BESIDES, it's superior to straw or other bedding, so many big dairymen testify. It's cleaner, stays "put" in the stall, absorbs so much liquid manure that it returns more dollars in fertilizing crops. Write for *right* prices. Buy and store now when deliveries are good and prices low.

BAKER BOX COMPANY
Worcester, Mass.

BAKER'S

DAIRYMAN'S SAWDUST

NATIONAL MILK PRODUCERS FEDERATION.

(Continued from Page 1)

Great credit is due to President Campbell for the energy and fidelity with which he has worked before the National Food Administration, the Federal Congress and other agencies in behalf of the bonafide milk producers of the country.

Two important resolutions were unanimously adopted as follows: First—Resolved that the Board of Directors of the National Federation of Milk Producers hereby expresses its appreciation of the constructive work of the Bureau of Markets of the United States Department of Agriculture and of the broad-minded platform on which it hopes to build up a body of farmers' organizations throughout the country. The Board will be very glad to accept its offer of cooperation and assistance.

Second—Resolved that the Board of Directors of the National Federation of Milk Producers urge the United States Food Administration to take proper steps to group all dairy interests under one head, so that there may be coordination of policy and control. Resolved also, that this organization well gladly cooperate with such a division to the fullest extent and in whatever way seems most practicable and desirable.

Occasionally members come into the office and say that if we had secured certain results or carried out certain plans, others in their local would gladly pay dues, generally naming some sum much higher than the dues actually are.

What would you think of a man who refused to support his government in carrying on the war, refused to buy Liberty Bonds because the Allies have not yet crossed the Rhine or captured Hindenburg, but said that when they captured the Kaiser or entered Berlin he would gladly buy? It takes support while the work is being done.

UNICORN DAIRY RATION



¶ Mr. Carter, of Asheville, N. C., after visiting the dairy sections of Ohio, Illinois and Wisconsin to buy some superior milk cows, purchased a promising young heifer at Wauseon, Ohio.

¶ Mr. Carter discovered that Unicorn Dairy Ration was being fed to nearly all record breaking cows, and adopted it for his feed.

¶ In a 30 day test at 4 years old Wauseona Pansy Korndyke Queen produced 2080 lbs. Milk. She was charged 72 cents per day for Unicorn Dairy Ration, roughage and labor, leaving a net profit of \$2.50 per day.

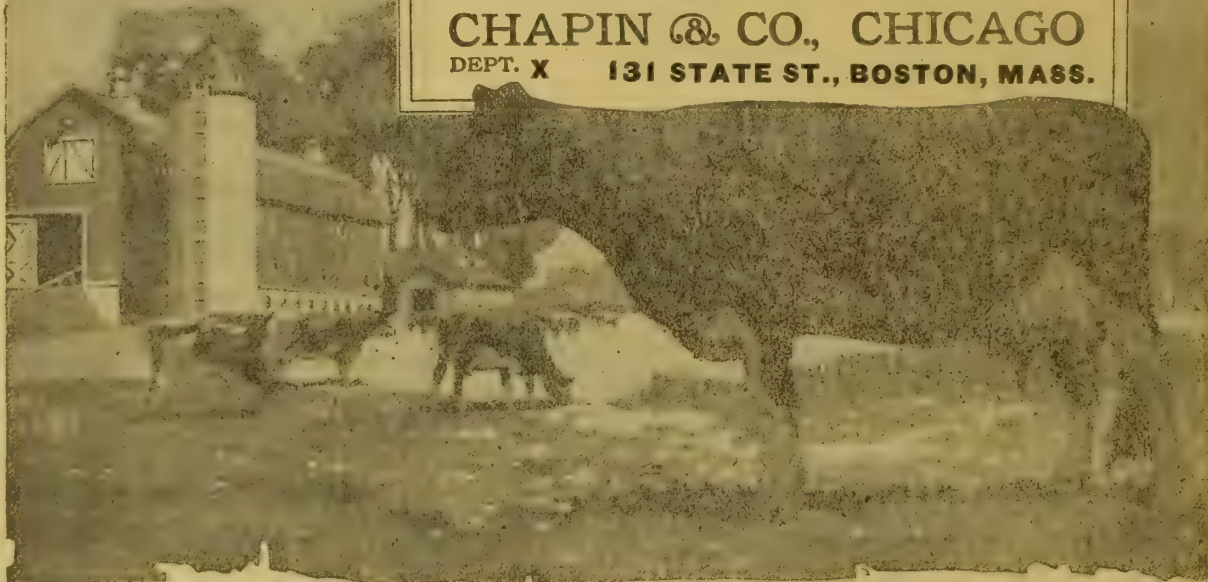
Unicorn Dairy Ration

like good cows, costs more than the inferior article, but pays a larger profit.

Ask your dealer or write

CHAPIN & CO., CHICAGO

DEPT. X 131 STATE ST., BOSTON, MASS.



About Wood

With wood selling in the big cities at the highest prices ever known, it will pay any farmer to locate

and saw up every scrap of wood he can find. With this outfit he can also saw up his neighbor's wood and earn good money.

If crops are not up to standard why not make a profit on wood?

If you're short of help put one man on this outfit, or run it yourself, and overcome labor troubles. Cut and saw wood and so help the fuel situation.

GET IN TOUCH WITH US. ASK FOR CATALOG B. S.

Brackett, Shaw & Lunt Co. HEADQUARTERS FOR

62 No. Washington St. Boston Tractors of All Sizes and

"RELIANCE LINE" for All Purposes

SOMERSWORTH, N. H.

SAVE HALF Your Paint Bills

BY USING Ingersoll Paint. PROVED BEST by 75 years' use. It will please you. The ONLY PAINT endorsed by the "GRANGE" for 43 years.

Made in all colors—for all purposes.

Get my FREE DELIVERY offer.

From Factory Direct to You at Wholesale Prices.

INGERSOLL PAINT BOOK—FREE

Tells all about Paint and Painting for Durability. Valuable information FREE TO YOU with Sample Cards.

Write me DO IT NOW. I WILL HAVE YOU MONEY.

Oldest Ready Mixed Paint House in America—Estab. 1842

O. W. Ingersoll, 235 Plymouth St., Brooklyn, N. Y.

For Milking Machines

Clean and Clear as Water



Awarded Gold Medal Pan-Pac. Expo.

B-K keeps rubber tubes and teat cups sweet and clean. It penetrates milk solids and makes milker parts easier to clean—kills the bacteria that spoil the milk.

B-K leaves no taint or taste of itself—makes rubber parts last longer—does not injure metal—is the cheapest in actual use. Sold under absolute guarantee.

Recommended by all Milking Machine Manufacturers

B-K has been used by thousands of milking machine owners including certified milk producers with complete satisfaction for over six years. It is the original purifier.

Get B-K today—end cleaning troubles and sour milk losses. If your dealer does not have B-K send us his name with your order. We have a dealer near you.

General Laboratories

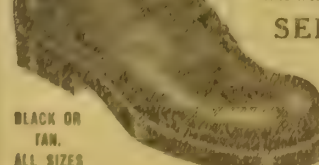
3506 So. Dickinson St., Madison, Wis.

Send for information—"trial offer"—and dairy farm bulletins.

Send NO Money!

These NATIONAL FARM SHOES are the greatest work shoe value ever offered. That is why we are glad to send you a pair NO MONEY IN ADVANCE. Powerfully built, full of solid wear. These shoes are so good looking and so absolutely comfortable that you will surely want to keep them. Don't trouble about making out your check. Simply mail coupon. Do not pay for shoes until they arrive. They will come at once.

DIRECT TO YOU FROM THE SHOE MARKET OF THE WORLD
That is why the price is only \$3.65. Why pay \$5 or \$6? Slip these shoes on in your own home. Note the splendid selected leather! Feel how soft and easy they are on your feet! Examine the "Indestructo" heavy leather sole. Customers write these shoes look good after 6 months of hard wear. If they aren't the best work shoes you ever saw, send them back and we'll return your money. You are the judge of the Style, Comfort and Quality. Use coupon TODAY and get your pair of these wonderful shoes while this special offer holds good.



SEND

Only this coupon, no money. That brings those splendid shoes to you, prepaid.

Boston Mail Order House, Dept. 8
Beach St., Boston, Mass.

Dear Sir: Send me pair of National Farm shoes prepaid. I will pay only \$3.65 on arrival and examine them carefully. If I am not satisfied in every way I will return them and you will refund my money.

Size..... Color.....

Name.....

Address.....

Boston Mail Order House, Boston, Mass.

Wise Men Save Money - Wise Folks Save Money

Interest Begins Oct. 10



A Bank Account in the Home Savings Bank means "ready money" when you need it. We invite your investigation of our resources and service, now.

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK

Incorporated 1888

75 Tremont Street, Boston, Mass.

ORGANIZATION COLUMN

H. F. Kendall.

Since the last issue many locals have reported new members. Hampden County, Mass., makes the best showing. Westfield has elected a new secretary, G. W. Stevens, in place of A. R. Edgerton, who was drafted. He sends cards of four new members and dues of \$23.00 for July. Sec. Pease of Hampden adds four new members and dues orders of several old members. Brimfield's Sec., Miss Burns, sets a good example for the men with two new members and dues orders of several who have changed dealers.

Thomaston, Me., has a live local with a live Sec., W. C. Swift, who sends cards of 7 new members.

R. T. Kelley, Sec., Monroe, Me. local sends one new member and dues order of an old one and writes "This makes the last old member to sign over." That is fine. Who will be the next to get every member on a dues order?

New Braintree, Mass., has a Sec. whose heart is wholly in the work. It is a large local and all but 6 have signed dues orders. Mr. Potter writes: "There is only one producer in our town who is not enrolled and I had to go out of town to get one of these two new ones." He also sends dues orders of old members.

Hardwick is near by and Sec. Tuttle sends two new ones saying, "We hope to make this a 100% local." That's the talk. DO IT NOW.

The president of the North Londonderry, N. H., local, A. C. Cheney, is doing some great work for a man busy on his farm with no help. He is trying to get the members of the locals in the Manchester Market District signed up on dues orders. He is having good success in several locals and sending many dues orders and membership cards of old members also subscription orders for the Dairyman. It is very important that every member who has not signed a subscription order should do so.

The NEMPA will be successful to the extent that it has members and support. Securing these depends largely on you and me and I can do very little without YOUR assistance. It is not possible to keep paid organizers at work. It should not be necessary. Every local has officers and members who can do the work.

The New York Dairymen's League is adding a thousand members a month. We should add 500 every month and at once sign up all old members on dues orders.

The essential thing confronting you

and every milk producer is the necessity for a living price for what you produce, not just coming out even and being able to drag along another year. That condition has existed too long and the NEMPA is organized to change it. It is not sufficient to wish for better conditions. The man who has only a wishbone where his backbone should be is out of place as a milk producer. Men of courage and stamina are needed. "Faint heart ne'er won fair lady" and wishing will not secure justice for milk producers. Purpose, loyalty, stick-to-it-iveness will.

Mr. Pattee has remarked that this department should be called "Kendall's Korner." YOU can make it the most interesting "corner" in the paper. Let us hear from you. Send in the non-member blank so that we may know who should join. Don't neglect this. It is important.

Impress on every member the importance of reading the Dairyman thoroughly. It is our personal letter sent monthly to each member. We want your help to make it more interesting and valuable. Write the news of dairy matters in your vicinity and any suggestions that will help us to help milk producers. We want to print the ideas of the members.

Please secure new members and dues orders from old ones. When a member changes dealers see that he signs an order on the new dealer at once. Collect dues from the men retailing milk, making butter or selling to a dealer who is not deducting dues. Do not hold cards or orders. Send them in at once when signed.

Address any communications concerning membership to Organization Department, or to me personally, and if you do not receive an immediate answer, jump on me.

Now then, all together, let's get busy. DO IT NOW.

St. Albans, Vt., Sept. 19, 1918.

Richard Pattee, Sec., Boston Mass.

Dear Sir:—I desire to donate to fund for benefit of N. E. M. P. A. \$5.00. Also for sub. to N. E. Dairyman 25c. Check enclosed.

I leased my farm (in Fairfield) and the \$5.00 is my contribution to the Association work which is a grand one, and would request that you hand sub. to N. E. Dairyman department, and oblige.

Yours truly,

We have received many such contributions. They are very welcome. If men who have been milk producers realize the value of the NEMPA how should it appeal to the man who is now producing and needs the help of the Association?

There's Profit For You



We'll Prove It To You

You can make a good profit at present milk prices if you feed International Special Dairy Feed. It makes more milk than any corn or oats you can buy or any grain mixture you can mix. And it costs you less. A nationally known dairy expert admitted that International Special produced more milk at less cost than his own standard ration.

INTERNATIONAL Special Dairy Feed

Has more milk value per dollar than anything else you have ever fed your cows. It works without waste, because it is scientifically prepared. The formula has stood the test of years of increasing business. International Special Dairy Feed is guaranteed to increase the flow of any cow over any other feed.

Profit by this known fact. Get International Special Dairy Feed right away. Write us direct if your dealer is out of it.

INTERNATIONAL SUGAR FEED CO., Minneapolis, Minnesota
Mills at Minneapolis and Memphis



The Fifteenth Sale of Registered Holstein-Friesian Cattle BY THE Pure Bred Live Stock Sales Company Tuesday and Wednesday, October 1st and 2d AT BRATTLEBORO, VERMONT and Will Consist of 150 HEAD OF CHOICE CATTLE

from the herds of such well known breeders as

W. D. Robens, Poland, N. Y.	J. W. Prentiss & Son, Alstead, N. H.
M. T. Carrigan, Concord, Mass.	G. G. Burlingame, Cazenovia, N. Y.
F. L. Parmelee, Putney, Vt.	S. F. Campbell, Windham, N. H.
G. P. Towle, M. D., Carlisle, Mass.	E. H. Davis, Vergennes, Vt.
J. H. D. Whitcomb, Littleton, Mass.	F. L. Fisher, Norwood, Mass.
Gardiner Hall, Jr. & Co., So. Willington, Conn.	Datus Clark, Peru, N. Y.
Graylawn Farms Co., Waterbury, Vt.	F. P. Knowles, Auburn, Mass.
C. W. Ellis, Jr., Cortland, N. Y.	Abbott & Clark, Cortland, N. Y.
J. M. Allen, M. D., St. Johnsbury, Vt.	Geo. C. Cary, St. Johnsbury, Vt.
E. C. Taylor, Tinmouth, Vt.	John Arfmann, Middletown, N. Y.
	E. A. Flagg, Littleton, Mass.

CATTLE OF ALL AGES AND BOTH SEXES

A beautiful time of the year to see the Green Mountains in all their glory of Autumn foliage and visit the offices of the Holstein-Friesian Association of America.

COME TO BRATTLEBORO
THE HOLSTEIN-FRIESIAN CAPITAL AMERICA

Send for Catalog.

"One Pipe does it all"

The Magee One Pipe Furnace



Is New in the Heating World

and is recommended by the manufacturers from the standpoint of Efficiency and Economy.

MAGEE One Pipe Furnaces have but one pipe and one register, so designed that it does the work of many.

MAGEE One Pipe Furnaces are reasonable in price; burn hard coal, soft coal, coke or wood, and the cost of installation is much less than any other style of heater.

MAGEE One Pipe Furnaces mean a cool cellar. You can keep your vegetables without trouble—for the outer section of the furnace is filled with cold air and throws off no heat, and the inner casing is insulated with air-celled asbestos packing.

MAGEE One Pipe Furnaces are practical for almost every house. Write for particulars, showing, if possible, arrangement of your rooms, and we will advise you if the Magee One Pipe Furnace is suitable for your particular requirements.

MAGEE FURNACE CO., INC. BOSTON.

"UNJUST CRITICISM."

(Continued from Page 5)

al, honest and efficient servants at their central office. The way to make them still more efficient is to get out and help them rather than throw stumbling blocks in their path.

Of course, this does not mean that the N E M P A is above criticism. The Homestead would be the first to register serious objection if it believed the directors were making vital errors. The right kind of constructive criticism is often valuable. The N E M P A is the producers' own organization, and if there is anything they can suggest which will further improve it, they should not hesitate to act. However, such a remark as "the association amounts to nothing" is entirely out of place.

N E M P A FINANCES

(From the New England Homestead.)

"Milk producers have every reason to congratulate themselves upon the financial showing of their NEMPA. While as always in the past there is more or less "free riding," the rank and file are supporting their association as never before. The annual receipts this year are likely to equal if not exceed \$30,000.

"To those of the old school who thought \$1200 a year was sufficient, many wonder what in time has been done with so much money this year. However, those who have been in the Boston office and seen what is being done or who know about spending thousands of dollars to advertise the food value of milk, or paying the New England milk administrator for his services, or a dozen and one really worth-while and comprehensive projects that all take money, will wonder not so much where it went as how it went so far. Every single penny will be properly accounted for at the annual meeting.

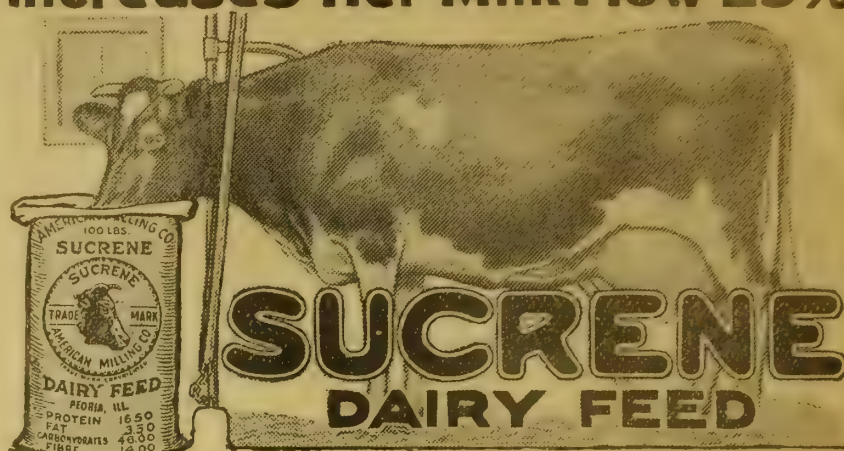
"The NEMPA was organized to do things differently than the old helter-skelter, hodge-podge way. And it is

doing it. For example, the Homestead representative dropped in the NEMPA office the other day, as he has a habit of doing. A big lot of checks were being mailed to farmers. "What's this all about?" asked the scribe. "Why, that's over 900 checks we have sent farmers this week who had something coming when they changed over from per cow dues to the small commission plan of paying expenses." Think of that, Mr. Milk Producer! Did you ever know of any milk organization that represented you sending back money before? Indeed no. But this association is being run on a square basis—just as farmers aim to run their own business. It wants every penny which is its due, but not one penny more.

"Such a square-toed organization will not only command the respect and admiration of its members, but will also establish an enviable reputation among business men and industry as a whole. Manager Pattee knows every night just where the association stands financially. No Boston business firm can show a clearer cut way of running its financial affairs than the NEMPA. That's something for a farmers' organization.

"There are lots of things the NEMPA wants to do and perhaps ought to do. But no criticism can be made justly of its financial system."

We are organized to run our own business. There are many interests opposed to the farmer running his own business. It is necessary to have complete organization. The dealers are hoping that we will be unable to line up all producers. They are hoping that disruptions, dissatisfaction of producers over general or local situations and lack of interest will weaken the Association so that we will be unable to carry out its purposes and the business will drop back into the old rut where they have the individual farmer at their mercy.

The Poorest Milker You Own Increases Her Milk Flow 25%**It Pays to Feed Your Cows a Complete, Correctly Balanced, Quality Guaranteed Ration**

When a good milk cow is fed a full ration she turns half her feed into milk; when fed three-fourths of a ration she turns one-third her feed into milk; when fed half a ration she needs all her feed for body maintenance.

Sucrene Fed Cows Always Give More Milk Because They Are Properly Nourished

Sucrene Dairy Feed is a scientifically correct body maintaining and milk making ration. Its 16% protein, 49% fat and carbohydrates, and necessary ash and mineral matter, meet all the needs of the cow, every day, when fed only with the usual roughage. Composed of cottonseed meal, corn feed meal, corn distillers' dried grains and solubles, palm kernel meal, finely ground and bolted grain screenings, clipped oat by-product, calcium carbonate 2 per cent, salt 1/2 per cent.

Your cows will prefer Sucrene to any other feed because it is sweet smelling, appetizing, easily digestible, and because of its great variety of high grade feeding materials. Sucrene Feed is a complete ration as you buy it. You have no mixing to do—we have done that for you in the most perfect manner possible—merely vary the quantity in accordance with the cow's milk-producing capacity. Every sack guaranteed uniform high quality.

Reduce Cost of Milk Production

Sucrene Dairy Feed brings you more milk per dollar of feed money than any ordinary ration. It leaves your high priced grain to bring you a quick, direct profit in the market. It is an all year profit maker, keeps your cows in better producing condition summer and winter.

Order a ton from your dealer. If he can not supply you at once, write us and we will see that you are supplied. The coupon or a post card brings you free illustrated literature on care and feeding of farm animals. Write for it.

American Milling Company Dept. 45
Peoria, Ill.
(Sucrene Feeds for All Farm Animals—10 Years the Standard)

Please send me illustrated literature on feeds checked below: (45)

- ☐ Sucrene Dairy Feed
☐ Sucrene Calf Meal
☐ Sucrene Hog Mash
☐ Sucrene Poultry Mash
☐ Amco Fat Maker (for steers)
☐ Amco Dairy Feed (25% Protein)

My Dealer's Name.....

P. O. State

My Name.....

P. O. State

LARROWE FEEDS ARE GUARANTEED

Dairymen who have used LARROWE FEEDS need no other evidence of their superiority. The fact that LARROWE FEEDS are guaranteed assures dairymen that in these feeds they secure the very best results obtainable.

For years LARROWE FEEDS have been recognized among leading dairymen as

The Standard of Excellence

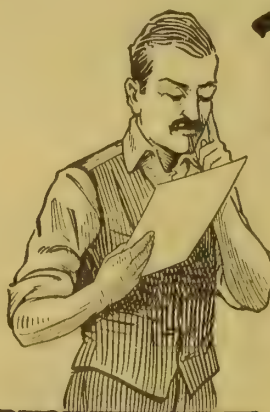
Avoid disappointment and the uncertainty of feeding a ration that is not backed by the guarantee of the manufacturer. Insist that your dealer supply you with LARROWE FEEDS—and you will solve your feeding problems. You take absolutely no risk—your dealer is authorized to refund your money if any of the LARROWE FEEDS fail to give you the results that we claim for them.

The Larrowe Milling Company

3902 Larrowe Bldg.

Detroit, Michigan

For Sale
at Leading
Feed Stores

**Does Your Record Sheet Puzzle You?**

DAIRYMEN feeding a home mixed ration are often puzzled at the varying results they obtain from the same quantities of the same kind of grains. This is because even the best and most reliable concentrates vary considerably in actual chemical composition as well as from the guarantees under which they are sold.

To secure results which you can standardize and always depend upon, you must feed a ration that is always the same, such as

UNION GRAINS

Union Grains never varies. It is scientifically mixed so as always to contain the same proportions of protein, carbohydrates, and fat.

Union Grains is composed of Fourx Corn Distillers Dried Grains, Choice Cottonseed Meal, Old Process Linseed Meal, White Wheat Middlings, Winter Wheat Bran, Hominy Meal, Corn Germ Meal, Corn Gluten Feed, Brewers Dried Grains, Barley Malt Sprouts, one-half per cent of Fine Table Salt, and nothing else—no filler, no weed seeds, no trash. It bulks well, is palatable, and is easily digested.

The Food Administration wants you to order your winter supply of feed now while the railroads can handle the shipments. They allow you to order a four months' supply for shipment in sixty days. Union Grains will keep indefinitely. It contains only 8% moisture. At present the price is comparatively low. Place your order at once. Your dealer has Union Grains or can get it for you. Don't accept a substitute.

You can use a new record sheet. If you have never kept one, start now. Send for the record form we have prepared for dairymen's use. The Ubiko Milling Co., Main Office, Dept. D. Cinn., Ohio. New England Sales Office, 73 Tremont St., Boston, Mass.

**TOP QUALITY****BOTTOM PRICE****BALED SHAVINGS**

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP

Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.



Nothing Is More Important

DO YOU think of *Digestibility* as being just a big, vague word which has little or nothing to do with anything in particular in your line of business?

Or do you think of *Digestibility* as being something which really has some definite connection with the amount of money to be made from the dairy?

There isn't a thing about the dairy business any more important than *Digestibility*.

BUFFALO CORN GLUTEN FEED

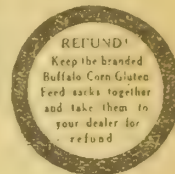
When you pay a good price for coal to burn in the heater and get a lot of clinkers, you don't think you have gotten your money's worth, do you?

You are up against the same thing in feed. Feed that runs 'way down in *Digestibility* is just as poor a buy as clinkery coal.

Feed has to break down and get through the cow's digestive tract in order to make milk. Unless a big share gets through, you lose.

1,614 of the 2,000 pounds in a ton of Buffalo Corn Gluten Feed are milk-bucket possibilities. Look over the list and see what runs higher in *Digestibility*.

Corn Products Refining Co. NEW YORK
CHICAGO



BUY "Fighting Fourth" LIBERTY BONDS

The boys from our farms are
fighting for our homes.

BACK THEM UP.

Space contributed by the N E M P A

Mr. Dairyman—

If you have a COW NOT GIVING MILK, she is a loss to you.

If you have a MILK STRAINER which will not remove ALL sediment, you have another loss, for your money has been wasted.

READ THIS—we guarantee our DR. CLARK PURITY MILK STRAINER WILL REMOVE EVERY LAST BIT OF SEDIMENT AND NO OTHER STRAINER WILL. WE STAND PAT ON OUR GUARANTEE.

Endorsed by more Government, State and City Officials, Agricultural Colleges and Dairy-men and has won more first prizes, gold and silver medals, than ALL OTHER MILK STRAINERS COMBINED.

MAKE US PROVE IT.

C. F. Klinger, Groton, Conn.,
General Agent for New England States.

H. C. Soule, Canton, Maine.
Agent for Maine and New Hampshire.

Write for full particulars.



Look Ahead a Few Months

When the snow is knee deep on the ground and the mercury drops way down below zero, that's the time when feed will be as scarce as hens' teeth and next to impossible to get, yet that is just the time when you will need a good supply of feed on hand for your dairy cattle, cows, hogs and horses.

Look back over the conditions last winter when the railroads were blocked and many sections were on the verge of a feed famine (undoubtedly yours one of them), then put yourself on the safe side for this winter. Make your "fore-sight" as good as your "hind-sight" and when the snow flies in a month or two, you will be better off in milk production, in dollars and cents, and in satisfaction.

Order Your Fall and Winter Feed Supply Now

It is also equally important that you order the kind of feed that will give you **BEST FEEDING RESULTS AT THE LOWEST COST.**

Make the major portion of your feed order **SCHUMACHER** and you will have no regrets, because it most satisfactorily supplies the needs of not only dairy cows, but of all other farm animals as well.

SCHUMACHER FEED fed as the base of the dairy ration

with high protein concentrates has more World's Records to its credit for big milk and butter production than any other feed.

BIG "Q" DAIRY RATION is a high quality protein feed and when fed in connection with **SCHUMACHER** you can balance your ration to suit the individual need of every cow in your herd so as to assure maximum production and good physical condition all year 'round.

SCHUMACHER is also an ideal feed for young stock. It develops hogs faster and cheaper than corn and is a safe, palatable, easily digested ration for horses.

Place your feed order at once with your dealer. He can supply you now—later on he may not be able to. Make your order read enough **SCHUMACHER** and **BIG "Q"** for your dairy stock and enough more **SCHUMACHER** for young stock, hogs and horses, then you'll have a feed supply that can't be beat for all farm animals.

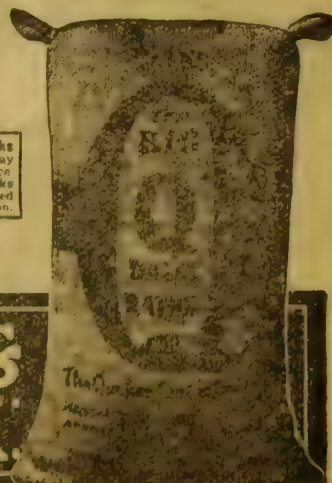
MEET US AT THE NATIONAL DAIRY SHOW, COLUMBUS, OHIO, OCTOBER 10TH TO 19TH. OUR EXHIBIT WILL BE OF SPECIAL INTEREST TO DAIRYMEN AND BREEDERS

The Quaker Oats Company Address. Chicago. U. S. A.



SCHUMACHER FEED & BIG "Q" DAIRY RATION

150 pieces for Jute Sacks
Your dealer will pay you 15 cents apiece for empty jute sacks of our brand returned to him in good condition.





THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association



Volume 2. Number 7.

BOSTON, MASS., OCTOBER, 1918

50 Cents Per Year

COST OF MILK

By Dr. Gilbert, Milk Administrator for New England

Why should a farmer keep a set of books? Whoever can answer this question so convincingly that farmers everywhere will actually begin to keep cost accounts has performed as great a service for agriculture as can possibly be rendered at present.

There are two good and sufficient reasons for keeping cost accounts: First, a farmer needs them himself to know the costs and returns of his business so as to bring about a greater degree of efficiency; and second, the government has found it necessary to fix certain prices during war times on a "cost plus profit" basis. How are the prices for the things which farmers have for sale going to be fixed if they cannot tell what they cost? And if you, the producer, cannot tell what they cost, how is anybody else going

to? What better arguments are needed than these?

Besides the military aspects of this great war, the next most noticeable effect upon us is the change which has occurred in business. During every war the cost of living has advanced because the dollar does not have the buying power it has in normal times. During several years before our participation in the war, the countries of Europe bought heavily of our goods and for these they poured their money into this country. The more money we, as a nation, have the less valuable each individual dollar becomes. Hence the rising cost of living.

Our young men have gone into the war in one department or another, literally by the million. Industry is struggling to fill their places, and is

bidding to do this by paying unheard of wages. A certain part of the community is able to meet the increased prices of food, clothing and other necessities; another part is not.

What shall the government do? Shall it sit quietly by and allow the prices of the necessities of life to soar beyond the reach of a large proportion of its citizens and allow some citizens to profiteer while others starve?

No, "a government of the people, for the people and by the people" cannot do this. It must enter upon a price fixing program. It must stabilize industry. It must set limits. But what are these limits and how are the various war boards to know what regulations to make?

One principle seems to have been adopted which is fundamental, namely, the fixing of prices based upon a reasonable cost of production.

The United States Food Administration, in order to protect certain industries and insure their development and prevent profiteering in others has found it necessary to arbitrarily adjust prices. The dairy industry comes in the former class. It was thought inadvisable, however, to fix the prices of milk all over the country from

Washington, and therefore, there were appointed various sectional milk commissions whose duties are to ascertain, if possible, the cost of producing and delivering milk in those sections. The New England Commission, like the others, has had difficulty in ascertaining the exact cost of producing milk. It is, of course, aware of the fact that this is not the same on any two farms nor for any two months of the year. It may be too much to expect to obtain this cost with mathematical exactness, and yet it is obvious that the more records presented, the more nearly the Commission can ascertain the cost of producing a quart of milk.

The great commercial concerns of various sorts have been able to fit into this program because they have accurate data on production costs, and according to the government's program they were more likely to obtain these costs, plus a reasonable profit.

But where does the farmer fit into this program? Very few farmers keep a complete set of books. From the time the Federal Milk Commission of New England began its hearings until the present, less than half a dozen farmers have come forward with a complete set of figures of a

(Continued on Page 7)

September Price and Surplus

We print herewith tabulated statement showing the percentage of surplus and the price paid for it by each Milk Company reporting a surplus in September. We also give the percentage of whole milk and the price paid for it. Adding the percentages at the surplus and whole milk prices, gives the price for all the milk bought by each dealer. The whole milk price is the same for each dealer. The variation in the price of surplus represents the difference in efficiency among dealers in handling it. Under the surplus plan each dealer is permitted to turn the surplus into whatever he chooses. He must settle at the Milk Administrator's figure for what he turns it into.

Dealer	% Surplus	Surplus Price	Percent Whole Milk	Whole Milk Price	Price paid f.o.b. Boston
Hood	22.31%	@ 3.2536	+ 77.69%	@ 4.0106	= 3.8400 cwt. .0825 qt.
Whiting	18.24%	@ 3.0076	+ 81.76%	@ 4.0106	= 3.8275 cwt. .0823 qt.
Turner Center	40.22%	@ 3.3316	+ 59.78%	@ 4.0106	= 3.7374 cwt. .0803 qt.
Alden Bros.	11.32%	@ 2.8436	+ 88.68%	@ 4.0106	= 3.8784 cwt. .0834 qt.
Plymouth Creamery	26.57%	@ 3.2636	+ 73.43%	@ 4.0106	= 3.9321 cwt. .0845 qt.

Prices per Cwt. at Country R. R. Station for Sept. Milk

Zone	Miles	Whole Milk Price	Hood	Whiting	Turner Center	Alden Bros.	Plymouth Creamery
1	1-20	4.214	4.044	4.031	3.941	4.082	4.136
2	21-40	3.947	3.776	3.764	3.674	3.815	3.869
3	41-60	3.561	3.390	3.378	3.288	3.429	3.483
4	61-80	3.523	3.352	3.340	3.250	3.391	3.445
5	81-100	3.490	3.319	3.307	3.217	3.358	3.412
6	101-120	3.458	3.287	3.275	3.185	3.326	3.380
7	121-140	3.425	3.254	3.242	3.152	3.293	3.347
8	141-160	3.392	3.221	3.209	3.119	3.260	3.314
9	161-180	3.366	3.195	3.183	3.093	3.234	3.288
10	181-200	3.339	3.168	3.156	3.066	3.207	3.261
11	201-220	3.312	3.141	3.129	3.039	3.180	3.235
12	221-240	3.285	3.114	3.102	3.012	3.153	3.207
13	241-260	3.265	3.094	3.082	2.992	3.133	3.187
14	261-280	3.238	3.067	3.055	2.965	3.106	3.160
15	281-300	3.211	3.040	3.028	2.938	3.079	3.133

All prices are for 3.5% milk; 4c per cwt. variation for each point of test; 2.3c additional, per cwt. where producer furnishes cans from farm to R. R. Station

SCHEDULE OF PRICES

In Effect During October (Subject to Surplus)

Zone	At R. R. Station Outside Massachusetts				Cwt. in	
	Miles	8 1/2 Qts.	21 1/4 Qts.	40 Qts.	40 Qt. Cans	
3	41-60	.697	1.773	3.363	3.910	
4	61-80	.685	1.759	3.330	3.871	
5	81-100	.679	1.739	3.302	3.839	
6	101-120	.672	1.725	3.274	3.806	
7	121-140	.665	1.711	3.246	3.774	
8	141-160	.659	1.697	3.218	3.741	
9	161-180	.652	1.682	3.195	3.714	
10	181-200	.645	1.668	3.172	3.688	
11	201-220	.639	1.654	3.149	3.661	
12	221-240	.632	1.640	3.126	3.634	
13	241-260	.625	1.630	3.108	3.613	
14	261-280	.618	1.616	3.085	3.587	
15	281-300	.617	1.607	3.062	3.560	

Zone	At R. R. Station Inside Massachusetts.				Cwt. in	
	Miles	8 1/2 Qts.	21 1/4 Qts.	40 Qts.	40 Qt. Cans	
1	1-20	.835	2.087	3.925	4.563	
2	21-40	.782	1.961	3.695	4.295	
3	41-60	.712	1.783	3.363	3.910	
4	61-80	.705	1.769	3.330	3.871	
5	81-100	.699	1.754	3.302	3.839	
6	101-120	.692	1.735	3.274	3.806	
7	121-140	.690	1.721	3.246	3.774	
8	141-160	.684	1.712	3.218	3.741	
9	161-180	.677	1.697	3.195	3.714	
10	181-200	.675	1.683	3.172	3.688	

Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c. per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

MEMORANDUM OF AGREEMENT BETWEEN THE NEW HAMPSHIRE STATE FARM BUREAU FED- ERATION AND THE NEW ENGLAND MILK PRODUCERS' ASSOCIATION REGARDING CO- OPERATIVE RELATIONSHIP AND WORK

We hereby acknowledge our indebtedness to the County Farm Bureaus of New England for active and efficient assistance during the past. We are anxious to extend the cooperation of these most valuable agencies in making the NEMPA bigger and better in the future. There has been some hesitancy in some counties because there was no understanding clearly defining the relations between us.

In New York there is a memorandum of agreement between the Extension Service and the Dairymen's League under which cooperation is provided for along certain lines. We prepared and submitted to the Extension service of the New England State an agreement modelled on that of New York.

The Federation of Farm Bureaus of New Hampshire has recommended to the County Bureaus of that state the acceptance of the working agreement printed below. Several county farm bureaus have already accepted it. We are hoping to perfect a similar arrangement with every County in New England.

Cooperation between the New England Milk Producers' Association and the County Farm Bureaus of the state is desirable from the New England Milk Producers' Association's standpoint because the Farm Bureaus

- 1 Promote greater efficiency among dairymen through the organization and operation of Cow Test Associations; Keeping of dairy and farm accounts; Growth of feed at home; Breeding better cows; Improving quality of dairy products.
- 2 Furnish needed information on cost of milk production, condition of crops, changes in price of feed and labor, etc.
- 3 Assist dairymen in developing and maintaining efficient local organization and encouraging co-operative ownership by farmers of milk shipping and manufacturing facilities.
- 4 Furnish local facilities such as office and field organization to explain the New England Milk Producers' Association movement and introduce organizers.

Cooperation is desirable from the Farm Bureau standpoint because the New England Milk Producers' Association

- 1 Gives dairy farmers a definite local, state and New England wide organization through which to promote collective bargaining and selling of Dairy Products
 - 2 Furnishes needed facilities for adjustments, vital to profitable dairying which cannot be handled by publicly supported educational institutions.
 - 3 Helps to increase the profits from dairying and thus to place farming on a better business basis.
- The New Hampshire State Farm Bureaus Federation therefore agrees subject to the approval and ratification of the Executive Committee of each County Farm Bureau that such Bureaus will

- 1 Assist the New England Milk Producers' Association in the organization of local branches within the county and assist the local branches in the organization of a county branch, by calling meetings for this purpose and encouraging farmers

to attend such meetings. The County Bureau or representative, may call, advertise and arrange local meetings for the purpose of organizing branches of the New England Milk Producers' Association, may explain the purposes of the New England Milk Producers' Association and their application to local conditions and introduce organizers of the Association.

- 2 Cooperate with the local and county branches of the New England Milk Producers' Association in the discussion of local problems and their solution; assist in educational work and give advice and information to the central association, or representatives thereof with regard to local conditions and people.
- 3 Furnish representatives to attend meetings of local and county branches of the New England Milk Producers' Association and present programs and other educational work and open discussions before such meetings.
- 4 Make available the facilities of the Farm Bureau offices to the representatives of the central association and the members and officers of the county and local branches of the New England Milk Producers' Association for committee meetings, correspondence, etc., providing that any expense incurred in these services will be paid by the New England Milk Producers' Association or members thereof.

The New England Milk Producers' Association therefore agrees that it will

- 1 Furnish organizers or representatives to organize local and county branches of the New England Milk Producers' Association wherever it is mutually agreed that such branches should be established; The New England Milk Producers' Association assuming all the financial responsibility in connection therewith.
- 2 Furnish to the Farm Bureaus at least once in every month a letter of information concerning its operations and the interests with which it is concerned. It will at all times respond to any inquiry for information by any County Farm Bureau with respect to conditions in that County.
- 3 In laying out an educational program, in establishing a policy or undertaking any enterprise in any county it will consult with the Farm Bureau in that county and will keep the Farm Bureau fully informed as to its operations and activities.
- 4 It will not ask the County Farm Bureaus to assume any financial or business responsibility.

Signed RICHARD PATTEE,
Manager New England Milk Producers' Association.
Signed GEORGE M. PUTNAM,
President of New Hampshire State Farm Bureau Federation.
Dated, Sept. 19th, 1918, Boston, Mass.

Facts coming from France and our ship yards show that the milk fed soldier and worker are most efficient.

Protect your dairy and your family by making the NEMPA stronger. Get every milk producer in.

NOTICE--IMPORTANT

By order of the Federal Government we must hereafter stop sending the Dairyman to members who have not paid for it. Every member who has paid his dues either to a local Secretary or by giving an order on his dealer is entitled to the paper.

The price of the paper is included in the dues. But we are required by the Post Office to obtain an order for the Dairyman with instructions to take the price of it out of the dues he has paid.

Therefore it is necessary for each member to

- 1st Sign an order on his dealer for his dues or

2d Pay his dues to the Secretary of his local and

3d Sign an order for the price of the Dairyman to be taken out of his dues.

Some Red Tape!

Yes but necessary and at least desirable to the extent that it stops the paper to those who don't support the NEMPA.

We print below the dues order and subscription blank. Sign both and send them in. If you are paying your dues to the Secretary, write his name in place of the dealer's on the dues order blank.

CUT ON THIS LINE

ORDER

Date191

(Dealer)

To

.....

The undersigned member of the New England Milk Producers' Association hereby authorizes and directs you to deduct one-half of one per cent from the moneys due or to become due to him for all dairy products sold by him to you, and to pay over the amount so deducted by check to the said Association, at the time of each payment to him of the balance of said moneys. This order is to continue in force until revoked by him in writing.

(SIGN HERE)

Signature.....

Address.....

SUBSCRIPTION ORDER

THE NEW ENGLAND DAIRYMAN

To the New England Milk Producers' Association:

I hereby subscribe for the New England Dairyman for one year, and 25 cents of the amount paid with my application for membership in the New England Milk Producers' Association is to be devoted to such subscription.

Date

(SIGN HERE)

Name

Address

Member of Local

PROVIDENCE MILK

PRICES FOR JULY, AUGUST AND SEPTEMBER.

In Providence two general sets of prices are made. The dealers, except Providence Dairy Co., are required to pay full price for all milk bought, but not required to take all the milk their dairies make. They are to pay the full price for standard milk delivered at Providence. Their price at any point in the country is the price at Providence, less freight and can expense, as indicated in the accompanying Table I.

TABLE I.

Deductions allowed all dealers except Providence Dairy Co. on milk shipped from stations between Westerly and Providence and Willimantic and Providence.

Zone	Miles	Deductions per can Shipped in	
		10 qt. can	20 qt. can
1	1-20	.0578	.0952
2	21-40	.0678	.1052
3	41-60	.0778	.1302
September prices F. O. B. Providence		.863c per 10 qt. can 1.725c per 20 qt. can	

Price at R. R. Station per can by Zones.

Zone	Miles	Shipped in	
		10 qt. can	20 qt. can
1	1-20	.805	1.630
2	21-40	.795	1.620
3	41-60	.785	1.595

The Providence Dairy Company buys all its milk by weight and test, takes all its producers make and is granted the Regional Milk Commission surplus allowances. It operates one milk receiving plant at Willimantic, Conn. It collects milk on an electric line in New London County, Conn., and transfers it to the steam road at Westerly, R. I.

Its operations are so adjusted that three price tables are required.

For milk handled through the milk station at Willimantic the Providence Dairy Company will pay the full price delivered in Providence, less cost of getting it there including freight, station expense and use of cans. Being bought by weight and test with an extra price for excess butter fat, the expense of weighing, sampling and testing is further deducted.

The price at the receiving station at Willimantic is shown in Table II.

TABLE II.

Deductions allowed to the Providence Dairy Co. on all milk passing through the Willimantic Concentrating plant and shipped to Providence.

Deductions per cwt.	Shipped in 20 qt. cans
L. C. L. Freight Rate	.2674
Can Service	.0353
Station Expense	.1480
Accounting & Testing	.0245
War Tax	.0080

Total per cwt. .4832

Price at Willimantic per cwt. paid by Providence Dairy Co.
Shipped in
20 qt. cans

September price per cwt. f. o. b. Prov. 4.0106
Less deductions allowed .4832

Price at Willimantic 3.5274
Surplus ordered by commission .0548

Net price to producers 3.4726

Milk collected by trolley and transferred to steam trains at Westerly, R. I., bears the freight charge from Westerly, the cost of transfer from the electric to steam cars and the other charges as from Willimantic, Conn., except station expense. Prices paid by the Providence Dairy Company for above milk is shown in Table III.

TABLE III.

Deductions allowed to the Providence Dairy Co. on milk shipped from Norwich via Westerly to Providence.

Deductions per cwt.	Shipped in 20 qt. cans
L. C. L. Freight Rate	.2674
Can Service	.0353
Transfer from electric to Steam R. R. at Westerly	.0255
Weighing and Sampling	.0205
Testing and Accounting	.0245
War Tax	.0080

Total per cwt. .3812

Price at Westerly per cwt. paid by Providence Dairy Co.
Shipped in
20 qt. cans

September price per cwt. f. o. b. Prov. 4.0106
Less deductions allowed .3812

Price at Willimantic 3.6294
Surplus ordered by commission .0548

Net price to producer \$3.5746

The Providence Dairy Company receives milk at points where there are no receiving stations or transfer expense. At such points the deduction from the price delivered in Providence are transportation, can service, sampling, weighing and testing.

The price in the various zones other than at Willimantic and on the Westerly trolley milk is shown in Table IV.

TABLE IV.

Deductions allowed the Providence Dairy Co. on milk passing through all stations except Willimantic and Westerly.

Zone	Miles	Deductions per cwt. Shipped in 20 qt. cans
1	1-20	.2718
2	21-40	.2057
3	41-60	.3557
September price per cwt. f. o. b. Prov.		4.0106
Surplus allowance ordered by commission		.0548

3.9558

Price delivered at Providence

Zone	Miles	Shipped in 20 qt. cans
1	1-20	3.6840
2	21-40	3.6601
3	41-60	3.6001

Where milk is bought by weight and test, the dealer will pay 4c per cwt. for each 0.1 of 1% above 3.5% and deduct 4c per cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection of receipt of milk, title to such milk will pass at the shipping point.

THANK YOU

"Dear Mr. Pattee:

I have belonged to the milk producers association for a good many years and I still want to belong. I am selling my milk to a Greek cheese factory and cannot very well get them

to deduct the 1/2 of 1% of my milk money so I am sending you a check for \$5.00 and will send you more just as soon as I can find out what it is.

You have worked for the farmers as no other man has worked and the least we can do is to support the Association in every way we can.

Eastern States Farmers Exchange

The New England dairymen are learning to appreciate that a dollar saved in the buying of feeds is just as valuable and important as a dollar increase in their milk check. Every week a greater number of farmers in New England are gaining the advantage obtained through co-operative buying. Local and county farmers' exchanges have been created in great numbers during the past year, and many which have been previously inactive are now busily engaged in buying their winter supplies of feeds and grains. An increasing number of counties are finding their business of sufficient size and volume to enable them to maintain a manager devoting his entire time to the promotion of this work. The members are benefiting through their ability to purchase their few tons of feeds from time to time on a basis of car lot prices, instead of paying the customary long retail price. Through careful buying many of these exchanges have stocked their members with sufficient feeds to last them well into the winter and in nearly every instance, the price on the various commodities is higher than when they placed their orders.

Not a great deal has been said in printed columns about the work of the Eastern States Farmers' Exchange, with which many of these local and county organizations are affiliated. The object has been to create a strong foundation on which to build a great business institution for the one and only purpose of building up New England agriculture. It is a safe assumption that the farmers of New England will produce adequate supplies of food stuffs to feed the people of New England provided there is a reasonable profit in the business. To obtain profits, it is necessary first to buy supplies at the right price and then secure as great a proportion of the consumer's dollar as possible in the selling of the farm product.

Savings on purchases made through the Eastern States Farmers' Exchange to date have been most interesting and encouraging to those buying. On proprietary feeds, the organizations have enabled their members to save from one dollar to as high as fourteen dollars on the single ton. In the purchase of oats, a high grade and quality has been adhered to, and although the oats brought in through the efforts of the Exchange have been of heavier grade, they have at the same time represented a saving of from ten cents to twenty-five cents per bushel, which is equivalent to from \$200 to \$500 on an average carload of 2000 bushels.

All of these savings have not been effected without some inconvenience or sacrifice on the part of the farmer. It has been made possible only through a more efficient method of handling. Those buying on a co-operative basis have been obliged to pay cash at the time of unloading the car. The farmer without sufficient funds, but with a good reputation, has found the banks most willing and ready to lend in order that he might take advantage of organized buying methods. It is necessary, too, on arrival of the cars that the feeds or goods be unloaded directly from the car door. The cars may arrive when it is a busy day and the farmer does not find it entirely convenient to drive to the station and haul the feed which he ordered. The farmer is repaid for any such inconvenience by the advantage in prices.

Considerable of the charge made by the local dealer is necessary because of the speculating element and protection which he must take against loss. The co-operative organization plan is that of selling at the exact cost of the products plus a small charge for unloading. Where

the individuals have been ready and willing to meet these conditions and requirements, they are obtaining success, both from the standpoint of saving and from the point of securing high quality products.

The work in the Eastern States Farmers' Exchange is developing rapidly and the volume of business increasing far beyond the expectations of those who organized the movement. It will be a matter of much interest to the people of New England to learn the report of these activities when they are made at the close of the present calendar year for the business is increasing rapidly.

Present Market Conditions.

A great deal is being said by the farmers about the wheat feed situation. Through the Eastern States Farmers' Exchange we have been able to sell all of the wheat feeds required in any community provided the organizations could use as much as 100 barrels of flour to the car. In some sections as many as eight or ten carloads have been sold, each car containing 100 barrels of flour, 8 to 10 tons of bran, and the balance in Standard Middlings. This is the best proposition which the Eastern States Farmers' Exchange has been able to obtain from any of the mills throughout the wheat belt, a large number of which they have been working with.

The talk of peace negotiations and the progress of the allied drive showed its effect on both the corn and oat market, which receded considerably below the prices of the early part of the month. A few days ago the market on oats was as high as 87 cents per bushel for the Fancy and heaviest grade, but from that the market declined on the same grade of oats as low as 81 cents a bushel. The Exchange is basing its quotations on oats of the 40-42 lb. grade Fancy Clips from the new crop, and it does not quote on any sulphured oats. Lighter weight and grades can be purchased through the Exchange at proportionately lower prices. Corn offered at the present time is largely No. 3 Grade of Fresh Shelled Yellow. During the past two months the buyers for the government and the allies have taken advantage of the low markets and bought heavily with the result that there has been a rise in prices immediately. This has made it difficult to know just what moment was the advisable time to buy for prices have advanced from 5 to 10% because of heavy dealings on the previous day's market.

The new crop of cotton seed meal is beginning to move into New England quite rapidly, although most of the shipments up to this date have been over the Southern routes, which means an added cost for shipment into the Northern dairying sections. The government has fixed the price of \$53 per ton at the mills for 36% cotton seed meal. The average freight to New England points will figure from \$6 to \$8 per ton. By the time the mill profit and brokerage profits are added, sales are possible at from \$62 to \$64 per ton on the 35% grade.

The Eastern States Farmers' Exchange is desirous of seeing established a co-operative organization in every community, and within easy reach of every farmer in the New England States. As the service and benefits of the Exchange increase, we are hoping to reach every member of the New England Milk Producers' Association. Where there is no organization actively engaged in co-operative buying at the present time the Exchange will do business with responsible individuals until such time as an organization can be effected.

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PERSONAL WORD.

I had no idea so many kind people would write me about my little girl. She is much better and gaining. We have moved and are getting our new home in shape this week. It does seem good to be with my family. I'm so glad to get away from hotel and restaurant bills of fare, to be within a half hour of home and to know every night how the folks are. But it is some job to move. I believe the man who said one didn't know what he had till he moved, also the other fellow, who said that to move three times, was as bad as a fire.

There's a little matter of policy I want our members to understand. I believe in young men, live ones, who have brains, ambition and initiative. If the NEMPA movement becomes a permanent business, it must draw to it a group of young men who see in it a future for the business and for themselves. I don't want the management to fall into the hands of superannuated producers, who have retired and want something to do to kill time. I prefer college trained men, who have had experience similar to County Agent work, boys raised on farms, who have the farm view point and sympathy, those who know from experience, what it means to work regardless of hours and who want results, not simply a job.

I am trying to create a group of such men in the office and as district managers, who will every one of them, look forward to getting my job and will tread on my heels and keep me going. Slowly but surely, the NEMPA as a farm movement is gaining the confidence and support of farmers, professional and business men. They see in it the possible creation of a marketing system for dairy products that will put the industry on its feet, build it up and restore oldtime prosperity to eastern

farming. It is a great chance. It ought to appeal to young men. I want such men in charge of this movement, guided and directed by older ones selected for that purpose by the dairymen themselves. The prospects look good to me. So much has already been done that as we get better equipped and gain knowledge from experience, we may confidently expect a splendid future. Here's to the young men who are coming along in the NEMPA.

WHAT DOES IT COST?

We have over and over again said to members of the NEMPA, that they, the producers, had something to do in fixing the price of milk. The Federal Commission is obliged by its oath to fix prices at "cost plus a reasonable profit." To do so, they must know what milk costs. They are obliged to rely on the best evidence they can get. Luckily the agricultural colleges and Boston Chamber of Commerce, last year, made a careful survey of the cost of production. Much of the information used in arriving at their figures was "estimated." They did, however, very largely determine what elements made up the cost of milk production, such as feed, labor, barn rent, bull service, etc. The actual cost of these things has been proven in various ways at various hearings.

At the original hearing, the survey was introduced and representative dairymen testified from the records of their own herds that the survey figures were practically correct at the time taken. They also showed what changes should be made by the increased cost of the elements entering into milk production.

At later hearings, evidence was introduced to show variations in prices of feed, labor, etc., that would affect the cost of producing milk. The Commission felt that such evidence was not general enough to be satisfactory and devised a set of questions to be answered, sworn to and forwarded by mail. That system has since prevailed. Early in the year it became clear that the figures submitted by dealers to show the cost of distributing milk, were not satisfactory, because the dealers kept their books in various ways that could not be compared. The commission, after long study, with the aid of expert accountants, devised a uniform system of cost reporting which it has, since Sept. 1st, required all dealers under its jurisdiction to follow.

This system is intended to show the actual cost of selling and handling milk and on such showing will be based the "spread" or allowance made between producer and consumer.

The NEMPA filed with the commission a request for a system of cost accounting, that would disclose the actual cost of making milk and would be officially accepted by the commission. The result was the following vote by the commission: "That the experts from the Agricultural Colleges, who assisted in compiling the Farmers' Account Book for the Committee on Agriculture of the Boston Chamber

of Commerce, be requested to compile a book for a uniform system of milk accounting by milk producers, and that such book be submitted to the Executive Committee of the Commission as soon as possible."

Acting under this vote M. D. Jones of Maine, B. W. Ellis of Connecticut, L. F. Brown of New Hampshire, B. G. Southwick of Massachusetts, W. P. Davis of the NEMPA and Dr. A. W. Gilbert, Secretary of the Commission, spent several days in conference to devise a simple system of accounting to show the cost of making milk. Their report will go before the commission at its next meeting. We may confidently expect a form of cost recording to be announced by the commission and it is our intention to ask the County Agricultural Agents, the officers of the NEMPA and others to start this system promptly on several thousand farms in the various New England states.

It is planned that at the end of a year, these figures will enable producers to prove, not guess or estimate, the facts on which to name a price that will make reasonably efficient dairying self-supporting. It will show the variations in cost from month to month and from it a scale of monthly price variations can be made up.

The great value of this system will be appreciated after the war is over and the Commission disappears. It will then be possible for the officers of the NEMPA to assemble actual facts, obtained on a system sanctioned, endorsed and used by the Government, which will determine the price necessary to be had to maintain the industry. Neither consumers nor dealers can discredit such evidence and it will form a basis for price demands that no one can dispute.

The difficulty will be to get enough farmers to keep a simple set of books that will show the facts. It will be those who do, who will fix the price of milk. It will be up to producers to fix their own price by the records of their business and then up to the NEMPA to get the price. It can be had if the producers will do their part in first keeping costs and second, standing behind the Association to get those costs.

Full details of this simple cost accounting will be printed in the Dairyman as soon as it is approved and adopted by the Commission.

TRIM UP.

On the old back hill farm in Sanbornton, N. H., where I was raised, it was the practice to cut the bushes along the roadside in the early fall, soon after haying, because it was thought that bushes cut then were less likely to spring up anew the next year. The practice was known as "trimming up" the road.

Early in the spring soon after the frost was out of the ground we used to repair the road bed, clear out the ditches and mend the water bars.

Later, when road machines appeared it became the practice to "work the roads" in the late spring, soon after planting.

We need in the NEMPA a process of "trimming up." We all know that in the whirlwind campaign of organization, a year ago last winter, when fifteen to twenty men were turned

loose on each New England State in succession to organize it in a single week, much hasty and imperfect work was done. Often an organizer was able, for some good reason, to reach only a small number of the real dairymen in a community and with what material he could get he organized a local branch, leaving it to work out its own salvation in the selection of officers who were not those whom a larger group might have chosen. Often those who could not do the work were drafted to fill offices temporarily.

Since then in many places the growth of locals has been slow and officers, selected temporarily until the membership could be completed are holding over, doing their best but waiting to be relieved. In some cases such officers have died, moved away or quit dairying.

It is planned to conduct a new membership campaign in November and December. Our organization department is preparing material and arranging for a new drive. We may put a few organizers in the field to strengthen the weaker places. The idea is to enroll all dairymen not now members, before the annual meetings in January, then to ask each local to select its best men for officers and to maintain a compact, working organization in each place. In this work we are asking the assistance of the County Agents. They know the territory and know the men.

Things are vastly different from when we first started. Then it was a case of hope and promise. Now it is a record of accomplishment and demonstrated worthiness. Then it was the expectation and opportunity, now it is certainty. Then there were those who wanted to wait and see. Now they have seen.

But all that has been done simply shows how much more can be done.

The possibilities are unfolding as accomplishment follows accomplishment. We might justly ask the support of every dairyman in New England on the record of the NEMPA to date. But we may more properly ask such support for a program for the future.

We want especially to put every community in a position to avail itself of things only possible through organization.

For instance, the time must come when prices can go no higher. Some farmers blame city people for not using more dairy products when such things are shown to be the cheapest food available. Yet hundreds of farmers are themselves buying oleo and other substitutes for their own tables. If farmers won't use milk and its products at what it costs them, how can they blame city people for using other things, at the price they pay for dairy products?

High prices lead to substitution or complete elimination. Clearly it is to the interest of dairymen to be able to sell their products for less money, if they can do so and make a fair profit.

The best way to make money in dairying is to reduce cost of production. How can costs be reduced? First by learning and practicing better methods. This calls for an educational campaign. The Colleges, State Departments, and other agencies are glad to help. But they can't reach every person individually. If they could assemble the dairymen in every community for the purpose of instruction, for organizing and carrying out experiments in feeding, breeding, and the like, much more could be done in far less time. This sort of thing could be endlessly elaborated. Local NEMPA groups are exactly the machinery through which men interested in a similar work may be called together to learn what to do and how to do it to reduce costs. A fellow came in the other day with what we called a visionary scheme that may not be so visionary after all. He proposed that the central office furnish a pure bred bull to every

local for the use of its members. His idea was right in that local groups, acting together in local matters may vastly improve local conditions.

Second, cooperative buying of farm supplies, is a way to cheapen production and boost profits. The NEMPA was instrumental in organizing the Eastern State Farmers Exchange through which the buying power of the farmers of all New England can be concentrated. Every local and County officer of the NEMPA receives the grain quotations of the Exchange. Every local may, if it will, purchase through the exchange. Our local organizations form the nucleus for cooperative buying at a saving that will mean a substantial profit where now there is a loss.

But why enumerate. The advantages to be gained through organization are too well known. That these advantages are available through the NEMPA is equally well known. Educational institutions and agencies are glad to cooperate with and assist local branches of the NEMPA. The Eastern States Cooperative Exchange was organized to and actually does work with and support the NEMPA. As a selling agency to represent the producers in negotiations with dealers, in hearings before public officials and price fixing bodies, the NEMPA has demonstrated beyond question its value to the industry. It is largely a matter of keeping the local branches in good working shape that will tell the story of the future. Those of us who dream of an efficient marketing system owned and operated by the farmers for the farmers, realizing that a stream can rise no higher than its source, are anxious to see every local enroll every possible member, choose its best men for leaders and engage in active work to take advantage of every opportunity.

Inquiries are being received concerning the fertilizer supply. From the figures available, it would appear that there is considerable less fertilizer for use this year than in the past. This will mean a short supply all around and especially for those who delay placing their orders. The Exchange is urging the local organizations to estimate their needs at an early date so that a liberal supply can be assured for the New England farmer.

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912.

Of The New England Dairyman, published monthly, at Boston, Mass., for October 1, 1918.

1. That the names and addresses of the publisher, editor, managing editor, and business manager are: Publisher, New England Milk Producers' Association, 26 Broad St., Boston, Mass.; Editor, H. F. Kendall, 26 Broad St., Boston, Mass.; Managing Editor, Richard Pattee, 26 Broad St., Boston, Mass.; Business Manager, Wendell P. Davis, 26 Broad St., Boston, Mass.

2. That the owners are: New England Milk Producers' Association, 26 Broad St., Boston, Mass.; Frank W. Clark, President, Williston, Vt.; Roger Sherman Hoar, Treasurer, Concord, Mass.; Richard Pattee, Manager, Newton Highlands, Mass.

3. Bondholders, mortgagees, and other security holders: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

H. F. KENDALL, Editor.

Sworn to and subscribed before me this 28th day of September, 1918.

(Seal.)

ALBERT P. WORTHEN,
Notary Public.

(My commission expires July 12, 1923.)

PREPARE FOR PEACE.

The war isn't over. We wish it were. While it is still on we must look forward to and prepare for the end. All business, especially farming, will undergo a tremendous readjustment after the war ends. In our particular case when Government control ceases and milk producers are again left to their own devices in selling goods, making prices and the like, it will be necessary to have a well defined plan of action, based on sound business principles and backed by united effort and enthusiasm.

The one outstanding thing in the dairy situation in New England today is that the facilities for marketing that product are owned and controlled by a group of men whose interest it is to buy cheap and sell dear. There is but one considerable exception, Turner Center of Maine, which operates on a profit sharing plan.

When any dealer has trouble with his producers the first question that producer asks is, "what else can I do with my milk?" Dealers by controlling the distribution of this product, have handled the business so that while they accumulated great fortunes for themselves, producers by the hundred, yes thousand, have quit, farms have been deserted, homes have disappeared. There has been money in handling but not in making milk.

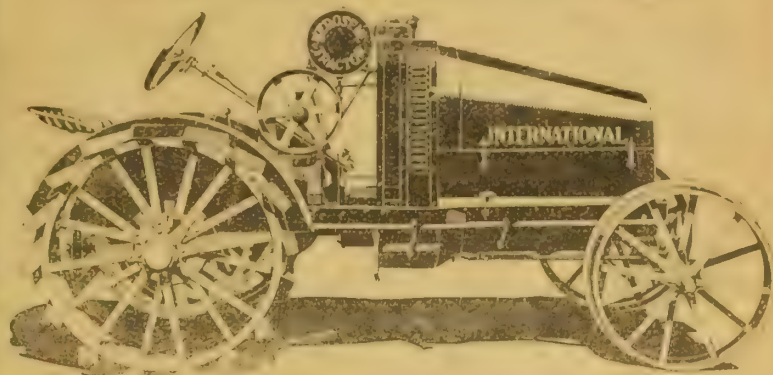
The future of the industry lies, we believe, in relieving New England producers from the economic slavery of the present control of marketing facilities by middle men. The man who makes these goods must have some way to get them to the consuming public, without dependence on the man whose interest lies in paying as little as possible for milk. He must put himself in the position to absorb the profits in the business wherever such profits lie.

The public must pay a price sufficient to maintain the industry of production and the industry of distribution. The producer must be able to prevent the industry of distribution taking from him the fair profit to which he is entitled plus the fair profit to which it is entitled. That he cannot do while the distributor owns the only way in which milk can be handled and it is a case of sell to him or quit.

We may organize our selling power, to bargain on prices and conditions. We shall vastly improve both, as we have already shown, but when bargaining fails what is our remedy? A fight in which without being able to reach a market we lose our milk, the consuming public, suffering for a necessity of life blames us for withholding it and pointing at our loss says, "It is better to take less than lose all." Strikes have won. If the NEMPA were to call a strike New England would dry up utterly in two days. But we submit it is better to own the facilities that will make a strike forever unnecessary. Think these things over. Don't we need a chain of country milk plants, supported by central manufacturing and distributing plants with facilities for the utilization of our product down to the last squeal.

THE LATEST AFTER 12 YEARS EXPERIENCE 8-16 International

4 Cylinder Kerosene Tractors With 3 Speed.



Complete With Belt Pulley \$975 F. O. B. Factory.

Cylinders cast in block with removable sleeves
a special feature on Tractors.

This Tractors is adapted for all farm work, either for
Drawbar or Belt Power.

The machine will assist you to do your part in
increased crop production.

If interested write for catalogue and information
on any of our three models

8-16 International 10-20 Mogul 10-20 Titan

INTERNATIONAL HARVESTER CO. OF AMERICA

43 Somerville Ave.,

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BETTER BEDDING AND EASIER TO HANDLE

NOT ONLY BETTER --- more sanitary, easier to handle and store---but it costs less and goes farther. Being a wonderful absorbent it makes it easy to keep a sweet, clean barn, and its absorbing qualities also make it an unusually valuable fertilizer. Write for *right* prices and buy now.

Deliveries will be uncertain this winter.

Write

Baker Box Co., Worcester, Mass.

BAKER'S

DAIRYMAN'S SAWDUST



REAPING A MILK HARVEST

The rewards of your time, your labor and your money investment are represented by the milk as it comes from the cow. How this milk is cared for is even more important than how your grain is garnered, or how your silage is stored, for, unlike either of these crops, milk is extremely sensitive to the influence of the smallest trace of foreign matter, consequently milk, butter, and cheese when coming in contact with the surfaces of utensils and dairy equipment loses in value as such matter exists upon those surfaces.

Are you sure that your utensils and equipment are kept free of all such matter, and in the sanitary condition most favorable for profit? Will the milk become lower in quality or of less sale value by contact with them? In short, does the cleaning material which you use produce the clean, sweet, purely sanitary conditions which invariably result from the use of



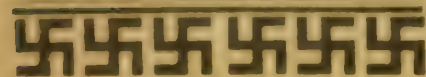
Never has a cause of the slightest lowering of the original quality of milk or its products been traceable to a fault in this cleaner, and since its high degree of reliability will ever remain the same this cleaner will likewise guarantee you these same most sanitary and profitable results.



Can you, therefore, delay ordering this cleaner from your supply man without taking large and unnecessary chances.

It Cleans Clean.

The J. B. Ford Co. Sole Mfrs.
Wyandotte, Mich.



ORGANIZATION DEPARTMENT

H. F. Kendall.

President Frank W. Clark has set an example for the other officers and members of the NEMPA by turning in two lists of members for the Williston, Vt., local. The first list of 8 was received Sept. 30 and the second list of 9 Oct. 16. This triples the membership and we are told by Mr. Clark that other locals in his section are to be looked after in like manner.

We have reports that indicate, that with the summer work and harvesting done, other locals are to be brought into line in full support of the NEMPA.

There are many locals where every member has signed an order on his dealer for the deduction of his dues and if not selling to a dealer is paying the secretary or remitting dues to this office.

This is as it should be in every local. Every cow owner in New England should help support the NEMPA. Elsewhere in this issue are letters from agricultural leaders who are in a position to know what the NEMPA has done and is doing. Read these letters and get the non-members in your locality to read them.

NOW is the time to enroll the producer who has never joined. He will join if you show him the benefit the NEMPA has been. There are tables of prices in this issue showing tables of prices in this issue (page 10) showing the advance in Aug. and Sept. 1918 over 1917. Your neighbor does not want to continue to be one who rides without paying his fare. Get him in.

On page 2 are two blanks, one a dues order and the other a subscription order. Both should be signed by all members who have not already done so. It is vitally important. Read carefully the article printed with those blanks. Go over your list of members and then get in touch with those who have not signed dues orders. Get them to sign and to sign the subscription order.

Another IMPORTANT thing is to look out for members changing dealer and at once have them sign a dues order on the new dealer. We MUST have these new orders to get the dues. Unless these orders are sent AT ONCE two or three months dues are lost before we learn that the member has changed dealers.

We find in checking over the lists to take off the names of those who have not signed order for dues or paid dues, that there are many members who have only one or two cows and evidently joined to help along what they believe to be good and necessary work. The support of these men is very welcome. They should be seen and another payment secured from them together with subscription order so that they may be kept on the list and receive the Dairyman.

ORGANIZE—NOW

Now is the time to push organizing in your local. NEVER was there such OPPORTUNITY as has the NEMPA. We must get all cow owners enrolled. There are no "ifs or ands" about it, it MUST BE DONE. We must do it ourselves. Farmers must not wait or depend on those outside their industry—professional promoters of farm organization or those with an axe to grind and seek to have the farmer turn the stone, but go ahead and build up the NEMPA which is their own organization, of, for and by the milk producers.

The machine is built and steam is up. It has done good work and "Full Steam Ahead!" should be the order from the farmer backers. You have made possible the results gained. It is for you to make possible greater results.

See that member you have been planning to have sign up on dues order and get that new member you know should join. DO IT NOW.

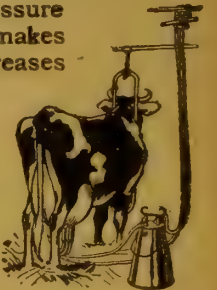
Solve Your Milking Problem and Save Hundreds of Dollars

The answer is: Install a Sharples Milker. It takes the place of a hired man in a 20 to 25 cow dairy for at least six months of the year. So much for the labor end. As to the saving: At the lowest, your hired man would cost \$50 a month, including board. In six months with a Sharples Milker your saving would be \$300. It doesn't take long to pay for a Sharples Milker—many dairymen do it in four to six months.

SHARPLES MILKER

The Only Milker with Positive Squeeze

Another reason for Sharples superiority over hand milking and other milking machines is the positive upward squeeze of the Sharples teat cup—an exclusive Sharples feature which carefully massages the teats after each suck and keeps them in a perfectly healthy condition. No other miker can or does squeeze or massage the cow's teats. Any pressure test proves this. This squeeze or massage makes Sharples the world's fastest milker, and increases the milk flow—fast milking always does. Even a 12-year old boy can operate a Sharples Milker successfully. Write today to nearest office for catalog, addressing dept. 57.



The Sharples Separator Co., West Chester, Pa.

Sharples Suction-feed Separators—Skim Clean At Any Speed

BRANCHES: Chicago San Francisco Toronto

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LARROWE FEEDS ARE GUARANTEED

Dairymen who have used LARROWE FEEDS need no other evidence of their superiority. The fact that LARROWE FEEDS are guaranteed assures dairymen that in these feeds they secure the very best results obtainable.

For years LARROWE FEEDS have been recognized among leading dairymen as

The Standard of Excellence

Avoid disappointment and the uncertainty of feeding a ration that is not backed by the guarantee of the manufacturer. Insist that your dealer supply you with LARROWE FEEDS—and you will solve your feeding problems. You take absolutely no risk—your dealer is authorized to refund your money if any of the LARROWE FEEDS fail to give you the results that we claim for them.

The Larrowe Milling Company

3902 Larrowe Bldg.

Detroit, Michigan

For Sale
at Leading
Feed Stores

COST OF MILK.

(Continued from Page 1)

year's business. Can you imagine any other business of the size of yours where this would be true?

We all know many of the reasons why farmers have not kept books. But let us see if from them we cannot see a way out. First, most business concerns can employ one or more bookkeepers to do this work for them, but the farmer must do it for himself, and, if at all, usually at a time of the day when he is very tired; second, most bookkeeping methods which have been proposed have been so complicated that the prospective user has been very slow to make a beginning; and third, the real necessity of doing this has not been apparent. Too often it has been argued that if a farmer knows his cash balance at the end of the year, that is all that is necessary. Little does he realize that he should study every item of his business to determine how he can be more efficient. There is no better way of doing this than to sit down and analyze his own figures. What wouldn't you give right now to have a complete financial record of your farm for a year? What parts of your farming operations have made money, and what have not paid? What did it cost you the past year to produce a quart of milk?

What has been done to help? Last year the Committee on Agriculture of the Boston Chamber of Commerce invited representatives of the agricultural colleges of New England to attend a conference called for the purpose of devising an account book, which would be very simple and yet complete enough to accomplish the

things which we have mentioned. This was done, and this book costing practically nothing, is being used very successfully by a considerable number of farmers throughout New England. The writer has used it with success on his farm. The Federal Milk Commission of New England is now inviting competent agencies to participate in another conference to revise this book, so that it may meet a little nearer the needs of the Commission. It is hoped that every farmer in New England will cooperate by keeping his records in this book. (Details of this plan will appear in a later issue of the Dairyman.) This is urged for your own good. How are your leaders going to know what price to ask for your product if they do not know what it costs to produce it?

What has been done to ascertain the cost of milk products? Over a year ago, the New England agricultural colleges, at the invitation of the Boston Chamber of Commerce made a survey of 850 farms in New England.

The men who made this survey went to many of the best farmers in many sections of each New England State, and asked questions from a carefully prepared blank. The answers to these questions have been carefully tabulated and a printed report was issued from the Chamber of Commerce giving the results from each state. Unfortunately many of the results were estimated and the value of the results of the work is decreased to that extent. The need of accurate figures is apparent. The record of one of the states is given herewith. This will give an idea of the data desired.

COST OF MILK PRODUCTION.

Vermont.			June, 1918.
Item of cost	Quantity	Price	Total cost per year per cow
FEED			
Grain	1240 lbs. at	\$65.00	\$40.30
Hay	3500 lbs. at	15.00	26.25
Corn Stover			.55
Silage	5440 lbs. at	6.00	16.32
Other succulents			.90
Pasture			7.30
LABOR			
Man labor	158 hrs. at	.275	43.45
Horse labor	8 hrs. at	.25	2.00
OTHER COSTS			
Depreciation on cows			16.50
Interest			8.38
Bull service			5.08
Use of buildings			8.25
Bedding			1.86
Use of equipment			1.29
Hauling milk			10.66
Miscellaneous costs			4.57
Total costs			193.66
CREDITS			
Manure			20.00
Calves			6.00
Feed bgas			1.60
Total credits			27.60
Net cost			166.00
Managerial ability, business risk and dairy overhead, 10% net cost			16.61
Final cost per cow per year.			
Production 2553 quarts, 5328 pounds			
Cost per quart Chamber survey			.0737

This survey has been revised from time to time, especially the feed and labor costs, from the answers to questionnaires which have been sent out.

The results of actual bookkeeping records, however, are most desired.

The point is that summary figures from estimated expenditures, while they possess some value from the standpoint of general information, have very little value to the individual farmers themselves. You should have your own figures of your own operations, and these arranged in such a way, if possible, that the profit and loss of your different farm operations can be ascertained.

The papers are now filled with discussions of the questions, "What will happen to this and to that after the war?" The writer is very deeply concerned with the future of New Eng-

land agriculture. He sees no serious cause for alarm, but it is time to do some careful thinking. What happened to New England agriculture after the Civil War is well known. When returning soldiers were given free land in the West to compete with our New England farms a decline set in here from which we are only now recovering. There are no free western lands this time, but vast areas of uncleared and otherwise unused land which may be made usable at government expense. This is already being carefully considered.

We all want the returning soldier helped and we are all interested, but if this means new competition we must meet it by becoming more efficient ourselves, and how better can we do this than analyzing very carefully our own business by careful financial records.

THE SECOND SALE OF AYRSHIRE CATTLE

by

THE PUREBRED LIVE STOCK SALES COMPANY

AT BRATTLEBORO, VERMONT

ON TUESDAY, NOVEMBER 12th

will consist of 75 head of only choice animals from such well known importers and breeders as

Wm. Hunter, Burlington, Ontario, who will consign 25 head from his last importation, one extra fine bull and some of the best cows from Scotland.

R. R. Ness, Howick, Quebec, and Gilbert McMillan of Huntington, Quebec, are also sending some choice cows.

Adam Seitz, part of his show herd and record animals and a son of the \$3,500 bull.

Daniel M. Henderson, Hudson, Ohio, 10 selected animals.

Also consignments from

Wendover Farms, Bernardsville, N. J.

Weymouth Farms, Weymouth, Mass.

Middlesex Meadows Farms, So. Lincoln, Mass.

Jos. Saladino, Orford, N. H.

Geo. H. Dunsmore, Swanton, Vt.

E. J. Fletcher, Greenfield, N. H.

Newton Farms, Ashburnham, Mass.

Matthew Hannah, Brownsville, Vt.

Come and by your presence show your interest in this great breed of cattle. Nearly one-half of all the Ayrshire breeders in the United States reside in New England.

"One Pipe does it all" The Magee One Pipe Furnace



Is New in the Heating World

and is recommended by the manufacturers from the standpoint of Efficiency and Economy.

MAGEE One Pipe Furnaces have but one pipe and one register, so designed that it does the work of many.

MAGEE One Pipe Furnaces are reasonable in price; burn hard coal, soft coal, coke or wood, and the cost of installation is much less than any other style of heater.

MAGEE One Pipe Furnaces mean a cool cellar. You can keep your vegetables without trouble—for the outer section of the furnace is filled with cold air and throws off no heat, and the inner casing is insulated with air-celled asbestos packing.

MAGEE One Pipe Furnaces are practical for almost every house. Write for particulars, showing, if possible, arrangement of your rooms, and we will advise you if the Magee One Pipe Furnace is suitable for your particular requirements.

MAGEE FURNACE CO., INC. BOSTON.

Charles J. Jager Company 15 CUSTOM HOUSE ST., BOSTON, MASS.
33 CANAL ST., PROVIDENCE, RHODE ISLAND
13 EXCHANGE ST., PORTLAND, ME.

RHODE ISLAND.

State Board of Agriculture.

Providence, October 14th, 1918.

Mr. Richard Pattee,
Boston,
Massachusetts.

My dear Sir:

May I say to you at this time that the New England Milk Producers' Association is entitled to the thanks of many farmers, especially the farmer who relies on the dairy industry for his bread and butter. The Association has united the milkmen of all the New England States, something that was absolutely necessary. I believe, too, that it has called the farmer's attention to the business of his business. I think that many farmers are now considering what it costs them to produce a quart of milk and that your association has been a great factor in turning their thoughts in this direction. Many of them did not think of this before.

Locally your considerate and capable Secretary has been of great assistance to the milk producer in innumerable ways.

Yours very truly,

JOHN J. DUNN,
Secretary.

STATE OF VERMONT.

Department of Agriculture.

St. Albans, October 10, 1918.

Mr. Richard Pattee,
Manager, New England Milk Producers' Association,
26 Broad St., Boston, Mass.

Dear Sir:

The New England Milk Producers' Association has been of great value to the dairy farmers of New England in presenting to the New England Federal Milk Commission the evidence for the dairymen in regard to costs of producing milk. I hope that your organization will receive from the farmers the support which it deserves.

Very truly yours,

E. S. BRIGHAM,
Commissioner of Agriculture.

THE COMMONWEALTH OF MASSACHUSETTS.

State Department of Agriculture

Boston, October 11, 1918.

Mr. Richard Pattee,
Manager, New England Milk Producers' Asso.,
26 Broad St.,
Boston, Mass.

My dear Mr. Pattee:

It seems to me that the New England Milk Producers' Association should have the support of every milk producer in this section, and also of all those interested in the production of milk, as it is absolutely essential in order to protect the dairymen's interests that they stand together in some sort of an association which has their interests at heart. I am sure if the membership of this association only stands up behind its officers they will get what they demand in the way of better prices for their product.

Kindly let me know what the dues are.

I would like to send in the membership of a Company of which I am treasurer.

Very truly yours,

WILFRED WHEELER,
Commissioner.

UNIVERSITY OF MAINE.

Orono, Maine, October 15, 1918.

W. P. Davis, Asst. Manager,
N. E. Milk Producers' Association,
Boston, Mass.

Dear Sir:

Replying to your letter of the 11th it seems to me that the events of the last few years have demonstrated over and over again the urgent need for just such an organization as the New England Milk Producers' Association, and but a casual examination of the records of the accomplishments of the association during the short year and a half of its existence should be sufficient to convince any person that it in turn has demonstrated its ability

to protect the interests of the dairy farmers of New England.

The producing and the selling of a product are two entirely different functions. The individual dairyman may produce milk economically, but unless his product has sufficient volume to make an impression upon the market he will always find himself placed at a great financial disadvantage in his attempt to market same at a price that will yield a reasonable profit.

The New England Milk Producers' Association 'assembles' the selling power of the thousands of dairymen comprising its membership. It has, therefore, a sound business basis, and cannot fail to render effective and profitable service so long as the dairymen of New England give to it their support.

I am convinced that the Association has already justified its existence, and that the dairymen of Maine should, with their money and their influence, give to it their loyal and enthusiastic support.

Sincerely and cordially yours,

LEON S. MERRILL,
Dean, College of Agriculture.

RHODE ISLAND STATE COLLEGE.

Kingston, R. I., Oct. 14, 1918.

Mr. W. P. Davis, Asst. Mgr.,
N. E. Milk Producers' Association,
26 Broad St., Boston, Mass.

Dear Sir:

I have your letter of Oct. 11th and am glad to record my appreciation of the work which the New England Milk Producers' Association has been doing. It seems to me that this Association has accomplished its purpose and has served the dairymen of New England in an unusually efficient manner. So far as I have been able to determine it has endeavored to give not only producers, but also consumers, a square deal. I believe the Association has set an example of what can be accomplished in the way of securing fair returns to the farmers for their products.

I hope the Association may continue to prosper and I believe that every dairyman should be a member.

Yours very truly,

A. E. STENE,
Director Extension Service.

COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS.

State of Connecticut.

Storrs, Conn., October 14, 1918.

Mr. W. P. Davis,
New England Milk Producers' Association,
26 Broad St.,
Boston, Mass.

My dear Mr. Davis:

I am glad to give you a statement as to my feelings in regard to the New England Milk Producers' Association for the dairy farmers and for the dairy interest in general.

The New England Milk Producers' Association without question has enabled farmers to secure a more reasonable price for milk. Due to this fact, it has in the first place kept many dairymen in the business who otherwise would have been forced to sell their herds. Secondly, it has benefited the consumer in that an adequate supply of good milk can only be had by paying a fair price to the producer. Since milk is so essential as a food, especially for children, any organization which aids in maintaining an adequate source of supply is a real benefactor.

The New England Milk Producers' Association has demonstrated already its usefulness, and justified its existence. Practically every dairy farmer in New England has been benefited either directly or indirectly by increased financial returns for his product. It is an organization, therefore, which deserves the interest and support from every farmer who owns dairy cows.

Very truly yours,

H. J. BAKER,
Director Extension Service.

CONTOOCOOK

HONEST UNDERWEAR



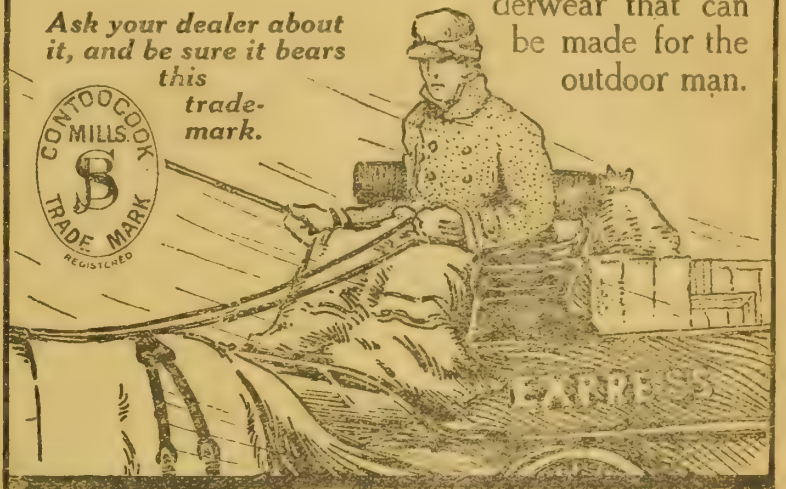
Ready for Cold Weather

For men who work outdoors in cold and sleet no underwear can equal the old reliable Contoocook.

Soft, warm and comfortable in all weathers. Fits but does not bind. Absorbs the perspiration. Defies the cold and comes out of the wash tub as good as new.

All wool, natural color or dyed a fast indigo blue. Nothing fancy about it—just the best underwear that can be made for the outdoor man.

Ask your dealer about it, and be sure it bears this trade-mark.



About Wood

With wood selling in the big cities at the highest prices ever known, it will pay any farmer to locate

and saw up every scrap of wood he can find. With this outfit he can also saw up his neighbor's wood and earn good money.

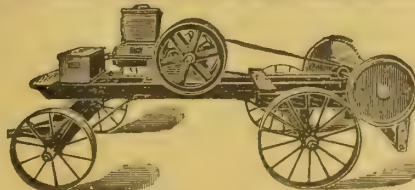
If crops are not up to standard why not make a profit on wood?

If you're short of help put one man on this outfit, or run it yourself, and overcome labor troubles. Cut and saw wood and so help the fuel situation.

GET IN TOUCH WITH US.

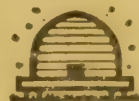
Brackett, Shaw & Lunt Co.
62 No. Washington St. Boston
"RELIANCE LINE"

ASK FOR CATALOG 56
HEADQUARTERS FOR
Tractors of All Sizes and
for All Purposes
SOMERSWORTH, N. H.



Wise Bees Save Money—Wise Folks Save Money

Interest
Begins
Jan. 10



Interest
Begins
Jan. 10

A Bank Account in the Home Savings Bank means "ready money" when you need it. We invite your investigation of our resources and service, now.

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK
Incorporated 1869

75 Tremont Street, Boston, Mass.

SAVE HALF Your Paint Bills

BY USING **Ingersoll Paint**. PROVED BEST by 75 years' use. It will please you. The ONLY PAINT endorsed by the "GRANGE" for 43 years.

Made in all colors—for all purposes.

Get my FREE DELIVERY offer.

From Factory Direct to You at Wholesale Prices.

INGERSOLL PAINT BOOK—FREE

Tells all about Paint and Painting for Durability. Valuable information FREE TO YOU with Sample Cards. Write me. DO IT NOW. I WILL SAVE YOU MONEY. Oldest Ready Mixed Paint House in America—Estab. 1842. Q. W. Ingersoll, 235 Plymouth St., Brooklyn, N. Y.

HERE IS A TABLE SHOWING PRICES FOR AUGUST AND SEPTEMBER, 1918, AS COMPARED WITH 1917. IT IS WORTHY OF STUDY.
Price Per Cwt. 3.5% Milk.

HOOD				ALDEN BROS.			
August		September		August		September	
Zone	1917 1918	1917 1918	1917 1918	Zone	1917 1918	1917 1918	1917 1918
1	\$3.52 \$3.95	\$3.52 \$4.04		1	\$3.52 \$3.94	\$3.52 \$4.08	
2	3.24 3.68	3.24 3.78		2	3.24 3.68	3.24 3.82	
3	2.89 3.30	2.89 3.39		3	2.89 3.29	2.89 3.43	
4	2.81 3.26	2.81 3.35		4	2.81 3.25	2.81 3.39	
5	2.75 3.23	2.75 3.32		5	2.75 3.22	2.75 3.36	
6	2.72 3.19	2.72 3.29		6	2.72 3.18	2.72 3.33	
7	2.71 3.16	2.71 3.25		7	2.71 3.15	2.71 3.29	
8	2.68 3.13	2.68 3.22		8	2.68 3.12	2.68 3.26	
9	2.57 3.10	2.57 3.20		9	2.57 3.10	2.57 3.23	
10	2.57 3.08	2.57 3.17		10	2.57 3.07	2.57 3.21	
11	2.53 3.05	2.53 3.14		11	2.53 3.04	2.53 3.18	
12	2.52 3.02	2.52 3.11		12	2.52 3.02	2.52 3.15	
13	2.50 3.00	2.50 3.09		13	2.50 2.99	2.50 3.13	
14	2.48 2.97	2.48 3.07		14	2.48 2.97	2.48 3.11	
15	2.48 2.95		3.04	15	2.94		3.08

WHITING				ACTON FARMS			
August		September		August		September	
Zone	1917 1918	1917 1918	1917 1918	Zone	1917 1918	1917 1918	1917 1918
1	\$3.52 \$3.88	\$2.52 \$4.03		1	\$3.52 \$4.17	\$3.42 \$4.21	
2	3.24 3.62	3.24 3.76		8	3.24 3.91	3.24 3.95	
3	2.89 3.23	2.89 3.38		3	2.89 3.52	2.89 3.56	
4	2.81 3.19	2.81 3.34		4	2.81 3.48	2.81 3.52	
5	2.75 3.16	2.75 3.31		5	2.75 3.45	2.75 3.49	
6	2.72 3.13	2.72 3.28		6	2.72 3.42	2.72 3.46	
7	2.71 3.09	2.71 3.24		7	2.71 3.39	2.71 3.43	
8	2.68 3.06	2.68 3.21		8	2.68 3.35	2.68 3.39	
9	2.57 3.04	2.57 3.18		9	2.57 3.33	2.57 3.37	
10	2.57 3.01	2.57 3.16		10	2.57 3.30	2.57 3.34	
11	2.53 2.98	2.53 3.13		11	2.53 3.27	2.53 3.31	
12	2.52 2.96	2.52 3.10		12	2.52 3.25	2.52 3.29	
13	2.50 2.93	2.50 3.08		13	2.50 3.23	2.50 3.27	
14	2.48 2.91	2.48 3.06		14	2.48 3.20	2.48 3.24	
15	2.48		3.03	15	3.17		3.21

ABOUT SURPLUS.

HORSE THIEVES OF WAR.

September 6, 1918.
New England Milk Producers Assoc.
26 Broad St., Boston, Mass.

Gentlemen:—In the last number of the New England Dairyman I noticed the discussion of the proper handling of the surplus milk. I am enclosing a circular sent out by us in 1905 showing what the Deerfoot did at that time when the old surplus clause was in force.

We rated each producer on his average summer's production and each producer stood his own surplus. The producer who kept up his supply during the summer months had no surplus but was paid full price, but the producer who made a surplus stood the loss on it. You will note that we agreed to furnish the producer with the butter made from this surplus milk which was certainly absolute proof that the surplus really existed.

Incidentally you will not the price and the milk. Quite a difference.

Yours truly,
THE DEERFOOT FARM COMPANY.
Per S. H. Howes, Mgr.

Dear Sir:—We offer prices given below per can delivered at our shipping station, for your milk for six months from April 1 to Oct. 1, 1905.
April 30 cents July 30 cents
May 26 cents Aug. 31 cents
June 26 cents Sept. 31 cents
Average 29 cents

The above prices are to be paid for as much milk as the average of last summer's production. Each producer, however, may send as many cans each month as were sent in March 1905, at full price.

This will allow you to send cans daily. All milk received in excess of this rating that we cannot otherwise use will be made into butter. For this butter we will pay you market price according to Boston Chamber of Commerce quotations with no charge for making the butter or we will give you the butter instead.

We will pay you to furnish clean milk and pay by the test as we have in the past. All milk must be of standard quality clean and well canned.

If above terms are not accepted please notify us at once.

Yours very truly,
THE DEERFOOT FARM COMPANY
Southboro, April 1, 1905

By CHARLES DILLON.
If the boys in your neighborhood were to form a posse to run down a horse thief you would not be likely to lose interest in them and go about your ordinary work because the report had come in that the criminals were eager for peace, but intended to keep the stolen horses until terms were arranged. You'd be suspicious. You would be likely to assure yourself first that the boys were safe, and then demand that the live stock be returned before any peace talk was allowed.

Your boys in France are chasing a lot of criminals right now who would like to go on stealing and murdering while asking for peace. You can't afford to stop, look and listen. President Wilson has given them their answer. You will have read it long before this reaches you. You will have to go ahead doing your part, supporting the army and navy with food and money. You will have to carry on the program just as if Germany had never let out one solitary yawn for peace.

Your boys will be in France a long time yet, and you cannot expect the government to provide much of anything for them except food, clothing and arms. The seven organizations that have cared for the soldiers and sailors in this country and abroad, spiritually and physically, will have to go right on with the work. President Wilson requested the seven to consolidate in asking the country for financial aid, and so the United War Work Campaign, was formed. The President said:

"The War Department has recognized the Young Men's Christian Association, Young Women's Christian Association, National Catholic War Council known as the Knights of Columbus, the Jewish Welfare Board, the War Camp Community Service, the American Library Association, and the Salvation Army as accepted instrumentalities through which the men in the ranks are to be assisted in many essential matters of recreation and morale."

The field army of these seven great agencies comprises more than fifteen thousand uniformed workers on both sides of the water and General Pershing is asking that additional workers

SUCRENE



CALF MEAL Promotes Health And Rapid Growth

Scours causes most of the trouble and loss in calf raising. It is brought on by various causes: too rich mother's milk, varying quality of skim milk without the necessary additions to restore the fat which churning takes away—overfeeding, or improper feeding of any kind.



SUCRENE CALF MEAL Prevents and Cures Scours

Albert Weisheimer, Clintonville, Ohio, writes of the loss of four calves by scours. The fifth, also severely afflicted, was cured in a few days when fed Sucrene Calf Meal and grew to profitable maturity. "This gave me greater confidence in the feeding qualities of your Sucrene Calf Meal."

A Scientifically Correct Calf-Raising Food

Contains special health and growth promoting materials not found in ordinary calf foods. Among these is blood flour, strong in animal protein and one of the best known bowel correctives; bone meal which builds up a large strong frame; soluble starch and malt flour, the most easily digestible sugar substance known to science; dried skim milk which supplies the mysterious life-giving force without which animals can not grow to full maturity. In addition we use corn feed meal, linseed meal and flour middlings.

Guaranteed 20% Protein, 4% Fat, 55% Carbohydrates, 3% Fiber
Save the cow's milk—Sucrene Calf Meal makes calf raising easy and profitable. It can be prepared in a few minutes and the calf enjoys it.

Order a 100-lb. sack from your dealer. If he does not handle it, write us his name and we will see that you are supplied. The coupon or a post card brings you free illustrated literature on care and feeding of farm animals.

American Milling Co., Dept. 45, Peoria, Ill.
Sucrene Feeds for all Farm Animals—18 Years the Standard



Get This FREE BOOK
Covers every phase of calf life from birth to weaning time. Tells about diseases of calves and how to prevent or cure them. Coupon or post card brings it to you.

Please send me illustrated literature on feeds checked below: (45)

- ☐ SUCRENE DAIRY FEED
- ☐ SUCRENE CALF MEAL
- ☐ SUCRENE HOG MEAL
- ☐ SUCRENE POULTRY MASH
- ☐ AMCO FAT MAKER FOR STEERS
- ☐ AMCO DAIRY FEED (25 per cent protein)

My Dealer's Name.....

P. O. State

My Name.....

P. O. State

Know Your Costs

Know exactly the return in milk for every pound of feed. Send for this record sheet. If it shows some cows aren't doing as well as they ought, try

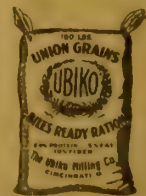
UNION GRAINS

The Massachusetts Agricultural Experiment Station has warned all dairymen against the purchase of mixed feeds with less than twenty per cent protein. Its official report states that Union Grains meets the requirements.

Union Grains not only has 20% protein, but 20% digestible protein,—a distinction of utmost importance to the dairyman. It also has 45% digestible carbohydrates, and 5% digestible fat. Its fibre content is only 10%. With a Nutritive Ratio of 1:2.8, Union Grains meets every need for economical milk production.

The Food Administration wants you to order your winter supply of feed now while the railroads can handle the shipments. They allow you to order a four months' supply for shipment in sixty days. Union Grains will keep indefinitely. It contains only 8% moisture. At present the price is comparatively low. Place your order at once. Your dealer has Union Grains or can get it for you. Don't accept a substitute.

You can use a new record sheet. If you have never kept one, start now. Send for the record form we have prepared for dairymen's use.
The Ubiko Milling Co., Main Office, Dept. D. Cinn., Ohio
New England Sales Office, 73 Tremont St., Boston, Mass.



TOP QUALITY



BOTTOM PRICE

BALED SHAVINGS

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.



be sent at the rate of at least one thousand a month.

It will take money—\$170,500,000. That is about one dollar a week for every soldier we have in Europe and this country. More than five hundred tons of supplies for our boys leave American ports every week under the direction of these seven organizations. They provide just what the boys need, the things they had at home, the comforts and the guidance they must have. Don't turn down the solicitor who asks for your contribution. He is trying to do something for your boy or your neighbor's boy, or some other American boy marching under the Stars and Stripes.

HAVERHILL MARKET ADJUSTMENT

The market committee of the Haverhill Branch of the New England Milk Producers Association met Oct. 10th and adopted the following method of determining the price for the Haverhill market.

The price to be paid for milk within teaming and trucking distance from Haverhill will be based on the award of the Federal Milk Commission for New England for milk delivered to the Greater Boston market and will take the same differential over the general award as is charged for milk in the first zone of twenty miles from Boston, namely one cent per quart over the general price.

The general price for Boston is for October 9½c. The first zone price as above is, therefore, 10½c per quart F. O. B. Boston. Hence the price delivered at Haverhill shall be 10½c per quart, the price at the farm being 10½c per quart less cost of delivery. This price will become effective Oct. 15th and change hereafter at the time and by the amount of changes in the Boston's price.

STANDARDIZATION

The laws of Massachusetts, the great market for New England milk, require that all whole milk offered for sale in that state shall contain not less than 12% solids of which not less than 3.35% shall be butter fat.

The best authorities substantially agree that milk must carry 3.5% fat in order to have 12% solids. Milk that has less than 3.5% fat will have less than 12% solids and therefore be illegal milk in this state. The practical effect of the requirements of 12% solids is to set a higher requirement for fat than the law calls for. This fault in the law should be remedied by raising the fat requirement or lowering the per cent of total solids. The present ratio between total solids and fat is misleading, helps nobody and should be changed.

The law also prohibits the offering for sale as "whole milk" of milk from which any part of the butter fat has been taken. Such milk can only be sold as "skimmed" milk, even if it contain more than the legal requirement for fat. If 4½% milk were reduced to 4% and contained more than 12% total solids, it must be sold as skimmed, whereas 3½% milk containing just 12% solids could be sold as whole milk.

Dealers who buy milk containing over 3½% butter fat claim that the excess fat is of no value to them except as such milk can be mixed with milk containing less than 3½% fat, thereby increasing the fat content of the two lots to an average of 3½ or

better, which milk may be legally sold as whole milk. They are therefore unwilling to pay for the excess fat unless they can be excused from paying a like amount for milk lacking in fat. Boston's milk supply averages to test 3.7% to 3.8% fat. The dealers therefore lose in buying by weight and test because the deduction for under testing milk does not equal the premium for over testing milk.

Farmers whose milk tests over 3½% claim that they should get more under present conditions for the excess butter fat. Dealers object on the ground that it would increase their loss. They now pay excess of from 2 to 3 points, at 4c per point per cwt. If they were permitted to remove the excess fat, sell it separately and still sell the milk as milk, they could pay its fair value for the excess fat. If the average milk sold tests 3.8% it has .3% excess of fat which now brings the producer 12c. Butter at wholesale is worth now (Oct. 10) practically 60c per pound. Butter fat is worth about 69c per pound. The excess fat if it could be removed and sold for butter would bring about 21c. This would add practically 9c per cwt. to the present price of the whole milk that moves to the Boston market.

The present allowance for excess fat in market milk, 40c per pound, is general throughout the country. It probably cannot be materially increased without a change in the laws and regulations permitting the shipment and sale of standardized milk.

The only opposition to standard-

ization comes from owners of cows producing milk of low test, and from health authorities who claim great difficulty in policing standardized milk. These objections are each met. It is not right that high fat producing herds should be penalized to favor low fat producing herds. Low testing producers should not escape paying a fair price for what butter fat is used to bring their milk up to standard. High testing producers should not be obliged to make up the other fellow's lack at less than the market price for the fat so used.

The public would be benefited, especially children, by buying standardized milk, always of an even test as to fat. Physicians declare uniform tests to be an advantage in milk for infant feeding. It cannot be much more difficult to enforce regulation that milk shall contain the amount of fat and solids required under a system of standardization than it now is to enforce the requirement for these things. It might require closer inspection and supervision which is not an altogether undesirable thing from the standpoint of producers and consumers. Altogether, standardization is desirable, fair and would help the industry. It should be so arranged as to require the use of whole or raw milk, not permitting milk to be "built up" from a combination of powdered skim and fresh butter as is now done in making "Homogenized" cream.

The best thing you can do for your neighbor and yourself is to get him to join the NEMPA.

Nothing Is More Important

DO YOU think of *Digestibility* as being just a big, vague word which has little or nothing to do with anything in particular in your line of business?

Or do you think of *Digestibility* as being something which really has some definite connection with the amount of money to be made from the dairy?

There isn't a thing about the dairy business any more important than *Digestibility*.

BUFFALO CORN GLUTEN FEED

When you pay a good price for coal to burn in the heater and get a lot of clinkers, you don't think you have gotten your money's worth, do you?

You are up against the same thing in feed. Feed that runs 'way down in *Digestibility* is just as poor a buy as clinkery coal.

Feed has to break down and get through the cow's digestive tract in order to make milk. Unless a big share gets through, you lose.

1,614 of the 2,000 pounds in a ton of Buffalo Corn Gluten Feed are milk-bucket possibilities. Look over the list and see what runs higher in *Digestibility*.

Corn Products Refining Co.

NEW YORK
CHICAGO



28
World's
Champions

HOW THEY WERE FED

When They Made Their World's Records

YOU may not expect to make any world's records with your cows, but you do want to get the greatest yields from your cows—the bigger the yields the bigger your profits. The same feeding plan that the owners of 28 World's Champions have found to be the best, will be the best plan for you to follow.

Bernhard Meyer of FINDERNE Stock Farms, FINDERNE, N. J., owner of FINDERNE PRIDE JOHANNA RUE, the greatest living butter producing cow in the world, tells how he fed her when she made her world's record of 28403.7 lbs. of milk and 1470.5 lbs. of butter in 365 days. He writes:

"We have made another World's Record with our Holstein cow FINDERNE PRIDE JOHANNA RUE. I am glad to say that during her test she was fed mostly on your SCHUMACHER FEED which in my estimation is a very valuable feed for dairy cows."

When SOPHIE 19TH OF HOOD FARM made the record of 17557 lbs. 12 oz. of milk and 1175 lbs. 7 oz. of butter in 365 days, the record that made her the World's Greatest Jersey Cow, this is how she was fed:

"We have been feeding SCHUMACHER FEED to SOPHIE 19TH OF HOOD FARM. She finished her record last January 20, 1914, which makes her the Champion Jersey Cow of the world, and stamps her the greatest dairy cow living or dead. We consider SCHUMACHER FEED a splendid feed for dairy cows and a strong factor in increasing milk and butter production." HOOD FARMS, per J. E. Dodge, Mgr.

Dr. E. S. Duebler, Supt. of Penshurst Farms, Narberth, Pa., wrote us as follows after their great Ayrshire Cow GARCLAUGH MAY MISCHIEF made her world's record:

"GARCLAUGH MAY MISCHIEF who completed her year's test Dec. 26, 1915, with a record of 25328.7 lbs. of milk and 1056 lbs. of butter, was like our former champion AUCHENBRAIN BROWN KATE 4TH, fed your SCHUMACHER FEED as a large part of her ration. We now feed SCHUMACHER FEED not only to our test cows, but to all of our young stock with satisfactory results."

Again, when BROOKMEAD'S DOROTHY 55715 made the record that established her as the World's Champion 2-year-old Guernsey, SCHUMACHER FEED was a part of her ration. Her owner, Frank Graham Thompson, wrote us as follows:

"During her test she was fed a ration which was made up largely of SCHUMACHER and Buckeye Feeds and her completed figures and those of our other cows on A. R. test are sufficient evidence of the results accomplished with this feed."

24 other World's Champion Dairy Cows made their World's Records with SCHUMACHER FEED as the carbohydrate part of their ration. Let the experience of these owners of World's Champions, as well as thousands of other successful dairymen, be your guide in selecting your dairy feed. Feed SCHUMACHER FEED as the carbohydrate part of your ration and let BIG "Q" DAIRY RATION supply the protein content and you will get maximum results over long milking periods at the lowest cost.

Watch for our next advertisement, announcing two more World's Champion Cows, fed on SCHUMACHER, whose records are nearing completion.

The Quaker Oats Co. Address CHICAGO U. S. A. (106)

Finderne Pride Johanna Rue. Greatest Butter Producing Cow Living. Produced 28403.7 lbs. of milk and 1470.5 lbs. of butter in 365 days.

Brookmeads Dorothy 55715. World's Champion Two-year-old Guernsey. Produced 14179.4 lbs. of milk and 742.8 lbs. of butter in 365 days.

Garclaugh May Mischief. Greatest Milk Producing Ayrshire. Produced 25328.7 lbs. of milk and 1056 lbs. of butter in 365 days.

Sophie 19th of Hood Farm. World's Champion Jersey. Produced 17557 lbs. 12 oz. of milk and 1175 lbs. 7 oz. of butter in 365 days.



THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association



Volume 2. Number 8.

BOSTON, MASS., NOVEMBER, 1918

50 Cents Per Year

NO SURPLUS MILK GOES TO 9 $\frac{3}{4}$ CENTS

Producers Get Highest Prices in History

Just 9 $\frac{3}{4}$ cents per quart, or \$4.4175 per 100 pounds, without deductions for surplus is the price awarded by the federal milk commission for New England for 3.5% milk delivered at Boston during November.

The prices given in the accompanying schedule show what farmers are to get at their country railroad stations. The commission sat last month in Boston. No independent producers appeared and the New England milk producers' association alone presented the case for the milk raisers.

At the hearing when October prices were under adjustment the N. E. M. P. A. requested the commission to throw the surplus loss for October, November and December entirely onto the dealers, allowing them to charge a part of the burden to consumers whose fluctuating demands created what is known as a "trade surplus;" that is, a surplus that can be drawn upon for occasional and temporary emergencies. The commission refused to so rule with respect to October and the request was renewed at the recent hearing for November and December.

Prices being set for November only leaves the matter still open as to later months.

The dealers opposed the no surplus ruling and the appearance indicated that for a time the commission was not entirely united. The directors of the N. E. M. P. A. were a unit against November surplus and had it been continued the voting delegates from all over New England would have been called together with a view to withdrawal from the argument to permit price fixing by the commission.

The N. E. M. P. A. never agreed to a surplus plan which contemplated a charge back to producers during the short supply months, that the records showed the fall surplus to be the result of excessive buying by dealers and not overproduction by the dairies selling milk last spring. Further, that the organization absolutely refused, un-

til so directed by its voting members, to allow its farmers to be charged for losses they were not responsible for and could not control.

The association further asked the commission to so amend its surplus plan that the less price for surplus hereafter should be entirely put upon those who produced that surplus. The commission, at the request of the N. E. M. P. A. created a recess committee to study the matter and bring in a plan for carrying out this scheme, at its next hearing.

Old Problem of Milk Test.

Considerable excitement in the dealers' camp followed the introduction of affidavits from Lancaster, N. H., showing that dealers' tests varied widely from those of the official tester of the Lancaster cow test association. The commotion indicated that the N. E. M. P. A. had hit a spot where the skin was sensitive. The

(continued on page six)

October Price and Surplus

We print herewith tabulated statement showing the percentage of surplus and the price paid for it by each Milk Company reporting a surplus in October. We also give the percentage of whole milk and the price paid for it. Adding the percentages at the surplus and whole milk prices, gives the price for all the milk bought by each dealer. The whole milk price is the same for each dealer. The variation in the price of surplus represents the difference in efficiency among dealers in handling it. Under the surplus plan each dealer is permitted to turn the surplus into whatever he chooses. He must settle at the Milk Administrator's figure for what he turns it into.

Dealer	% Surplus	Price	Surplus	Percent Whole	Whole Milk	Price	Price paid f.o.b. Boston
Hood	15.81	@ 3.4033	+	84.19	@ 4.3593	=	4.208 .0904 qt.
Whiting	9.07	@ 3.2283	+	90.93	@ 4.3593	=	4.2567 .0915 qt.
Turner Ctr.	26.3	@ 3.0923	+	73.7	@ 4.3593	=	4.0260 .0865 qt.
Alden Bros.	5.22	@ 3.0163	+	94.78	@ 4.3593	=	4.2891 .0922 qt.
Plymouth Creamery	8.87	@ 3.6993	+	91.13	@ 4.3593	=	4.3359 .0932 qt.

Prices per Cwt. at Country R. R. Station for Oct. Milk

Zone	Miles	Whole Milk Price	Hood	Whiting	Turner Centre	Alden Bros.	Plymouth Creamery
1	1-20	4.563	4.412	4.460	4.230	4.493	4.540
2	21-40	4.295	4.144	4.192	3.962	4.225	4.272
3	41-60	3.910	3.759	3.807	3.577	3.840	3.887
4	61-80	3.871	3.720	3.768	3.538	3.801	3.848
5	81-100	3.839	3.688	3.736	3.506	3.769	3.816
6	101-120	3.806	3.655	3.703	3.473	3.736	3.783
7	121-140	3.774	3.623	3.671	3.441	3.704	3.751
8	141-160	3.741	3.590	3.638	3.408	3.671	3.718
9	161-180	3.714	3.563	3.611	3.381	3.644	3.691
10	181-200	3.688	3.537	3.585	3.355	3.618	3.665
11	201-220	3.661	3.510	3.558	3.328	3.591	3.638
12	221-240	3.634	3.483	3.531	3.301	3.564	3.611
13	241-260	3.613	3.462	3.510	3.280	3.533	3.590
14	261-280	3.587	3.436	3.484	3.254	3.517	3.564
15	281-300	3.566	3.409	3.457	3.227	3.490	3.537

All prices are for 3.5% milk; 4c per cwt. variation for each point of test; 2.3c additional per cwt. where producer furnishes cans from farm to R. R. Station

IMPORTANT

December Prices

See Page Nine

SCHEDULE OF PRICES

(Not Subject to Surplus Deductions.)

In Effect During November

At R. R. Station Outside Massachusetts

Zone	Miles	8 $\frac{1}{2}$ Qts.	21 $\frac{1}{4}$ Qts.	40 Qts.	40 Qt. Cans
3	41-60	.729	\$1.852	\$3.513	\$4.084
4	61-80	.717	1.838	3.480	4.046
5	81-100	.711	1.819	3.452	4.013
6	101-120	.704	1.805	3.424	3.981
7	121-140	.697	1.790	3.396	3.948
8	141-160	.691	1.776	3.368	3.916
9	161-180	.684	1.762	3.345	3.889
10	181-200	.677	1.748	3.322	3.862
11	201-220	.670	1.733	3.300	3.835
12	221-240	.664	1.719	3.276	3.809
13	241-260	.657	1.710	3.258	3.788
14	261-280	.650	1.696	3.235	3.761
15	281-300	.649	1.686	3.212	3.734

At R. R. Station Inside Massachusetts.

Zone	Miles	8 $\frac{1}{2}$ Qts.	21 $\frac{1}{4}$ Qts.	40 Qts.	40 Qt. Cans
1	1-20	.867	\$2.167	\$4.075	\$4.737
2	21-40	.814	2.040	3.845	4.470
3	41-60	.744	1.862	3.513	4.084
4	61-80	.737	1.848	3.480	4.046
5	81-100	.731	1.834	3.452	4.013
6	101-120	.724	1.815	3.424	3.981
7	121-140	.722	1.800	3.396	3.948
8	141-160	.716	1.791	3.368	3.916
9	161-180	.709	1.777	3.345	3.889
10	181-200	.707	1.763	3.322	3.862

Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c. per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

FALL RIVER PRICES

We print below prices established by the Federal Commission for Fall River, Mass.

The Fall River dealers are trying to dodge these prices and the matter will come before the Commission at its next session, for adjustment. Practically all Fall River milk is produced within 20 miles of the city. The prices call for delivery to the dealers at Fall River. The practice has been for dealers to collect the milk and pay a price at the farmer's door. This situation called for the adjustment, what should be allowed the dealers for hauling milk from the farms to the market. The market committee divided the first zone, 20 miles, into three hauling districts as follows: less than six miles, six to ten miles and over ten miles. For the first district an allowance of 6.4 cents per 8½ quart can or 35 cents per cwt. was made; for the second 8.4 cents per can or 46 cents per cwt.; for the third 10.4 cents per can or 57 cents per cwt.

To us these allowances look mighty liberal. Most of us would, even in these times, like the job of hauling milk ten miles for \$11.40 per ton.

A tabulation of Fall River prices as adopted by the producers based on the ruling of the Commission, is as follows:

Prices Fall River Milk at Producers' Door.

Base price 10¾ cents per quart f. o. b. market.

DISTRICT	PRICE AT DOOR
Miles	Qt. 8½qts
1. 1-6	10 cents. 8½ qst
2. 6-10	9.76 cents 83 cents
3. 10 or over	9.53 cents 81 cents

The Fall River dealers have notified producers that they charge for furnishing and washing cans in addition to hauling. This matter was referred to the Milk Administrator who sent to the dealers the following self explanatory letter.

November 14, 1918.

Mr. Gorge A. Maryott, Sec'y,
Fall River Milk Dealers' Assoc.
Box 653, Fall River, Mass.

Dear Mr. Maryott:

There seems to be some misunderstanding in regard to the interpretation of the prices which were awarded to the producers sending milk to Fall River by the Federal Milk Commission, after its hearings.

When the Commission fixed these prices it assumed that the same practice would be followed in regard to the ownership, use and washing of cans, etc. that has been followed in the past, and that the deduction from the f. o. b. Fall River price should be for transportation only and this deduction should represent the actual cost of the transportation.

If any other deductions are made from the f. o. b. Fall River price, they should be made only after the consent of all parties and after due hearing before the Commission.

You will recall that in the figures which you presented before

the Commission, the use and washing of cans was figured as a part of your spread, and the Commission's award included that the use and washing of cans would still remain a part of your spread and not be charged back to producers.

Very truly yours,

A. A. GILBERT, Secretary,
Federal Milk Commission for N. E."

FINDINGS OF THE FEDERAL MILK COMMISSION FOR NEW ENGLAND IN THE MATTER OF MILK PRICES FOR FALL RIVER, MASSACHUSETTS.

In response to a request from the Milk Dealers Association of Fall River, and from the Fall River sections of the New England Milk Producers' Association, that the prices at which milk shall be sold in Fall River be fixed by said Commission. The Commission in accordance with authority from the Federal Food Administration after due notice held a hearing at the State House, Boston, Mass., October 24, 1918.

After receiving sworn evidence as to the cost of producing milk in the vicinity of Fall River, and as to the costs of delivering the same, and giving due consideration to the facts and evidence already in the possession of the Commission, the following prices are hereby established at which milk shall be sold in Fall River during the month of November, 1918.

(1). The producers within the twenty mile, twenty to forty mile, and beyond forty mile zones from City Hall, Fall River, shall receive for all of their milk of Massachusetts legal standard or above 10¾ cents, 10¼ cents, and 10 cents per quart respectively f. o. b. Fall River.

(2). Prices charged by distributors for bottled milk delivered for family trade shall be as follows:

Quarts	16c.
Pints	8½c

(3). Prices charged by distributors for bottled milk delivered for stores.

Quarts	14c
Pints	7½c.

(4). Prices charged by distributors for bulk milk delivered in cans to hotels and restaurants, 13 cents per quart.

The following differentials shall be applied to the price of milk as determined by the Commission for the Boston market in the succeeding months, unless ordered by the Commission.

(1). To the producers f. o. b. Boston price as fixed by the Commission shall be added the sum of 1 cent per quart for all milk produced in the zone included within a radius of twenty miles from City Hall, Fall River, to make the f. o. b. Fall River price to producers.

(2). For all milk produced in the zone from twenty to forty miles radius of the City Hall in Fall River shall be added the sum of ½ cent per quart to the Boston f. o. b. price to make the f. o. b. Fall River price to producers.

(3). For milk produced in all other zones outside of the forty mile radius the f. o. b. Fall River price shall be the Boston f. o. b. price.

(4). The price paid for family milk shall be the Boston price for milk delivered to the family trade less ½ cent per quart.

(5). The price paid for bottled milk sold to stores in Fall River shall be the Boston price for bottled milk to stores in Boston less ½ cent per quart.

(6). The price to be charged for bulk milk delivered in cans to hotels and restaurants in Fall River shall be the Boston price for the same class of milk less ½ cent per quart.

No exception to the above prices to be paid producers shall be made for Portsmouth, R. I.

MANCHESTER, N. H. PRICES

Manchester, N. H. prices for November were fixed by the Federal Commission at its last session according to the schedule below. An error was made in quoting the price to be paid for milk from the zone over 40 miles from Manchester. It was the intention of the Commission to fix the same price for milk sent from that zone to Manchester, that it would bring if sent to Boston. At the price stated for November it brings slightly less. This error will be corrected next month under the differential schedule.

The price system established for Manchester is important, as a precedent and basis for other similar markets. Manchester is a point through which milk moves to the Boston market. The Commission price ruling sustains the contention of the NEMPA that near-by milk should take a higher price both by reason of its freshness and the saving dealers handling it make in can service, supervision and otherwise. The Association has always held that these savings should go to the farmer rather than the dealer. The Commission award of 1c per quart more than the Boston price for Manchester zone, for milk delivered at Manchester from within 20 miles, will draw the near-by milk to that market and tend to build up a local supply. Dealers will have little excuse for going back after cheaper milk. They will find it costs them practically as much as local milk and is much less dependable, as to quality, when handled long distances by rail.

FINDINGS OF THE FEDERAL MILK COMMISSION FOR NEW ENGLAND IN THE MATTER OF MILK PRICES FOR MANCHESTER, N. H.

In response to a request from the Milk Dealers Association of Manchester, and from the Manchester section of New England Milk Producers' Association that the prices at which milk shall be sold in Manchester be fixed by said Commission. The Commission, in accordance with authority from the Federal Food Administration, after due notice, held a hearing at the State House, Boston, Mass., October 24, 1918,

After receiving sworn evidence as to the cost of producing milk in the vicinity of Manchester and as to the costs of delivering the same, and giving due consideration to the facts and evidence already in the possession of the Commission, the following prices are hereby established at which milk shall be sold in Manchester during the month of November, 1918.

(1) The producers in the twenty mile, twenty to forty mile, and beyond forty mile zones from City Hall, Manchester, N. H., shall receive for all of their milk of legal standard or above 9 1-2c, 9c and 8 1-2c per quart, respectively, f. o. b. Manchester.

(2) Prices charged by distributors for bottled milk delivered for family trade shall be as follows:

Quarts	15 1-2c
Pints	8c

(3) Prices charged by distributors for bottled milk delivered to stores

Quarts	13 1-2c
Pints	7c

(4) Prices charged by distributors for bulk milk delivered in cans to hotels and restaurants, 12 1-2c per quart.

The following differentials shall be applied to the prices of milk as determined by the Commission for the Boston market in the succeeding months, unless otherwise ordered by the Commission.

(1) To the producers f. o. b. Boston price as fixed by the Commission shall be subtracted the freight from Manchester to Boston and country charges as they apply to the Boston market and to the remainder shall be added the sum of 1c per quart for all milk produced in the zone included within a radius of twenty miles from City Hall, Manchester, N. H., to make the f. o. b. Manchester price to producers.

(2) For all milk produced in the zone from twenty to forty miles radius of the City Hall in Manchester shall be added the sum of ½c per quart to the Boston f. o. b. price less freight and country charges as above to make the f. o. b. Manchester price to producers.

(3) For milk produced in all other zones outside of the forty mile radius the f. o. b. Manchester price shall be the Boston f. o. b. price less freight and country charges as above.

(4) The price paid for family milk shall be the Boston price for milk delivered to the family trade less 1c per quart.

(5) The price paid for bottled milk sold to stores in Manchester shall be the Boston price for bottled milk to stores in Boston less 1c per quart.

(6) The price to be charged for bulk milk delivered in cans to hotels and restaurants in Manchester, shall be the Boston price for the same class of milk less 1c per quart.

Mr. H. F. Kendall has been with the NEMPA office force since its organization, has recently had charge of organization and publicity work. Mr. Kendall's connection with the NEMPA was severed last month. We appreciate the assistance he has given us in the past and wish him a happy and prosperous future.

PROVIDENCE MILK

PRICES FOR OCTOBER AND NOVEMBER.

In Providence two general sets of prices are made. The dealers, except Providence Dairy Co., are required to pay full price for all milk bought, but not required to take all the milk their dairies make. They are to pay the full price for standard milk delivered at Providence. Their price at any point in the country is the price at Providence, less freight and can expense, as indicated in the accompanying Table I.

TABLE I.

Deductions allowed all dealers except Providence Dairy Company, on milk shipped from stations between Westerly and Providence and Willimantic and Providence.

Zone	Miles	Deductions per Can Shipped in	
		10 qt. cans	20 qt. cans
1	1-20	.0578	.0952
2	21-40	.0678	.1052
3	41-60	.0778	.1302
October price f. o. b. Providence		.938 per 10 qt. can	1.875 per 20 qt. can
Price at R. R. station per can by zones Shipped in			
Zone	Miles	10 qt. cans	20 qt. cans
1	1-20	.88	1.780
2	21-40	.87	1.770
3	41-60	.86	1.745
November price f. o. b. Providence		.975 per 10 qt. can	1.950 per 20 qt. can
Price at R. R. station per can by zones Shipped in			
Zone	Miles	10 qt. cans	20 qt. cans
1	1-20	.917	1.855
2	21-40	.907	1.845
3	41-60	.897	1.820

The Providence Dairy Company buys all its milk by weight and test, takes all its producers make and is granted the Regional Milk Commission surplus allowances. It operates one milk receiving plant at Willimantic, Conn. It collects milk on an electric line in New London County, Conn., and transfers it to the steam road at Westerly, R. I.

Its operations are so adjusted that three price tables are required.

For milk handled through the milk station at Willimantic the Providence Dairy Company will pay the full price delivered in Providence, less cost of getting it there including freight, station expense and use of cans. Being bought by weight and test with an extra price for excess butter fat, the expense of weighing, sampling and testing is further deducted.

The price at the receiving station at Willimantic is shown in Table II.

TABLE II.

Deductions allowed to the Providence Dairy Co. on all milk passing through the Willimantic concentrating plant and shipped to Providence.

Deductions Per Cwt.		Shipped in 20 qt. cans
L. C. L. Freight rate		.2674
Can service		.0353
Station expense		.2057
Accounting and testing		.0301
War tax		.0080
Total per cwt.		.5465
October prices per cwt. f. o. b. Providence		4.3604
Less deductions allowed		.5465
Net to Producers at Willimantic		3.8139
November price per cwt. f. o. b. Providence		4.5338
Less deductions allowed		.5465
Net to Producers at Willimantic		3.9873

Milk collected by trolley and transferred to steam trains at Westerly, R. I., bears the freight charge from Westerly, the cost of transfer from the electric to steam cars and the other charges as from Willimantic, Conn., except station expense. Prices paid by the Providence Dairy Company for above milk is shown in Table III.

TABLE III.

Deductions allowed to the Providence Dairy Company on milk shipped from Norwich via Westerly to Providence.

Deductions Per Cwt.		Shipped in 20 qt. cans
L. C. L. Freight rate		.2674
Can service		.0353
Transfer from electric to steam R. R. at Westerly		.036
Weighting and sampling		.0301
War tax on freight		.008
Total per cwt.		.4053
October price f. o. b. Providence		4.8594
Less deductions allowed		.4053
Net price to Producers at Westerly		3.9541
November price f. o. b. Providence		4.5338
Less deductions allowed		.4053
Net price to Producers at Westerly		4.1285

The Providence Dairy Company receives milk at points where there are no receiving stations or transfer expense. At such points the deduction from the price delivered in Providence are transportation, can service, sampling, weighing and testing.

The price in the various zones other than at Willimantic and on the Westerly trolley milk is shown in Table IV.

(continued on page nine)

Eastern States Farmers Exchange

H. W. SEBY, Manager

With the close of war there has been an air of expectancy on the part of large numbers of farmers looking for lower prices on grains and feeding stuffs, fertilizers and chemicals. When peace was rumored several weeks ago the corn and oat market declined slightly but just for a day or two. We are brought to a sudden realization that the process of reconstruction will make as great if not greater demand for our stocks and supplies as did the programme of war. Nations which a few days ago were armed and warring against us are pleading for a share of our provisions. Australia and Argentine have large stores of wheat for export and with the ships available this quantity will be promptly shipped to Europe. But, as one of the assistant secretaries of agriculture stated 'the' available supply will scarcely fill the void."

It is hardly to be expected that the agricultural production of Europe will be restored to normal for several years to come. Some of the smaller provinces of Central Europe which were fertile and highly productive sections fell victims to war and their implements of agriculture were confiscated and turned to weapons. Now, they find themselves without the necessary equipment to provide a livelihood and furnish them with sufficient food. In view of these demands for immediate relief and the re-establishment of the farms with machinery, seeds and stock it is hardly possible that we will find a sudden and immediate lowering of prices.

Removing the substitute ruling should result in a greater supply of wheat feeds being made available and a slight advance in the selling price of wheat flour. The great demand for wheat feeds will scarcely effect the price of such commodities for the increased supply will still be inadequate. It is at least unwise to await on the changing conditions and delay purchasing the winter supply of feeds. The season is now far advanced and deliveries are slow and uncertain especially over the northern gateways, by means of which the Northern dairy country receives its bulk of supplies.

Fertilizers and fertilizer materials are the commodities on which a decline in price is more apt to appear. At the present time there is not sufficient supply to meet the demands of last season. If shipping can be released quickly enough to handle the fertilizer materials we will certainly find lower prices, but with the needs for foods and building materials in Europe we are apt to allow a very small proportion of chemicals imported compared with our needs and with the volume which it would require to materially reduce prices. To wait until Spring to place orders on fertilizers is a poor gamble. Those with orders placed early will surely be cared for, those late in placing their orders may or may not receive them at all, depending entirely on the uncertainty of supplies.

There is an increasing amount of

money being spent each year by New England farmers for various kinds of spraying materials. These are commodities on which there is a wide difference in price and a greater difference in quality than the average farmer realizes. Pastes and powders of poor quality are discouraging to many and retarding the extended use of such materials. Prices quoted this season are showing savings by the co-operative method of purchasing which range from 25 to 40 per cent. A lower cost will surely lead to a more extended use of these commodities and result in better fruits and produce.

A report is current with regard to a possible advance in the government price of cottonseed meal. It is quite certain that the price will not decline which makes it desirable to take advantage of present prices and be protected against a possible advance and uncertain delivery in the winter months.

Co-operative purchasing of feeds and farm supplies is being practiced in a very small portion of the New England states today. The plan is progressing rapidly and before another year has passed it is safe to say that there will be work of this nature to some extent conducted within practically every county in the six New England states. There is a reason—it pays. Savings are being made today with a comparatively small volume of business. As this volume increases our experience is proving that even greater savings are to be effected. If you are not buying your supplies and feeds co-operatively, write and ask us where is the nearest active organization buying in carlots with which you can do business. There may be one at work within your section which is ready to serve your needs. Write and tell us your needs and we will advise you of what others are doing and what you might do to cut your cost of doing business. Address The Eastern States Farmers Exchange, Springfield, Mass.

November 6, 1918.

Mr. Richard Pattee, Manager,
New England Milk Producers' Ass'n,
26 Broad Street, Boston, Mass.

Dear Mr. Pattee:

I am much pleased to endorse your association. There are tremendous possibilities in united effort and I believe that you are fulfilling some of these possibilities. Others are yet to come.

Any association of men banded together primarily for mutual helpfulness as well as mutual protection, should be encouraged. This is especially true of farmers who by their profession are isolated and not in close contact with each other.

Your leaders are earnest men who are evidently striving to do all in their power to help the dairy farmers in New England to build up their dairy industry.

In these war times especially and for years after the war, it becomes a patriotic duty of every producer of food to do this with the greatest possible efficiency.

Very truly yours,

ARTHUR W. GILBERT,
Milk Administrator for
New England.

THE

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PERSONAL WORD.

I had a long talk the other evening with our advertising manager. It is his job to get ads for *The Dairyman* and to handle our interests in publicity work to encourage the use of milk.

I wanted to know how much good advertisers got out of our paper. It means a lot to be a good advertising medium because paid ads enable us to get out the paper at very small cost. We want to keep the paper going to our members monthly with information they need and are entitled to have. So it is important that the paper shall "pull" for the advertisers.

So far it has seemed to pay advertisers to use our paper. We have been pleased that space has sold so well. We would like to increase our size, say to sixteen pages every month, but to do so we must sell enough of the space to offset the extra cost. Hence our conference.

We discussed various possible changes in policy, such as making *The Dairyman* more of a newspaper, giving market reports, local features, more writeups of hearings, price adjustments and the like. We could adopt newspaper style in reporting the Commission hearings, and make interesting reading for everybody.

We also spoke of using the paper to make capital of what we were doing.

We might sensationalize some of our conferences with dealers and others and we surely might boast of many victories for producers, every month. But it hasn't been our policy to attempt anything except a strictly class paper, dealing purely with the problems of the dairy interests with especial reference to marketing. We haven't tooted our horn very much. We have confined ourselves to plain statements of fact, without attempt to "rub it in" when we won howling, or when we lost. Our policy has been to tell the story plainly without frills and to show without sensational methods conditions as

they are, remedies as we saw them.

We have tried to tell what we did, why we did it and how it came out. We have discussed plainly our problems and perplexities and asked help and advice. We have tried to make each paper a sober statement of real conditions without appeal to "funny" columns, cartoons or continued stories to create or hold interest.

We know there are some members who don't care a "cuss" about a study of marketing conditions. They don't wish to "waste" their time reading about milk stations, or can service or anything like that. What they want is to do business the same as they always have except to get more for their milk. Price is all they care about.

We have tried to make this paper appeal to those who wanted to know the why of price as well as the what. We have believed that thinking farmers who do study their business were the ones to whom our paper should appeal. We believe such men will and should control the policies and operation of this organization and have tried to give in *The Dairyman* each month, the information these men should have to understand the situation and problems of this end of the business.

We wonder if our members find our paper too "dry?"

Shall we change its policy, omit serious discussion to make it more newsy? What do you think? Would it help sell goods for our advertisers? Would it strengthen the organization more?

In this as in everything, the membership controls. Let's hear what you honestly think about *The Dairyman*. Don't be afraid to criticize. It would be easier to change to a less serious tone, a more newsy makeup, a snappier paper. What do you say?

COSTS.

We print herewith an article from Prof. Southwick of Mass. Agl. College on farm bookkeeping. We have said time and again, and here repeat, that we can never make dairying pay in New England until we know what it costs. We cannot estimate or guess. We must know. When we know the cost of producing a quart of milk or a pound of butter fat we will know what it must sell for to sustain the industry.

Within the last 15 months, more has been done to learn these costs than in all previous time. It started when the NEMPA secured the cooperation of the Boston Chamber of Commerce as a disinterested organization, to secure the facts. The Chamber arranged a survey in conjunction with the several state agencies and determined as nearly as was possible the cost of milk production. Since then the Chamber's figures have been revised from time to time as the prices of the elements from which milk was made changed. But much of the data used in the Chamber survey was based on estimate.

Some of the very most important items of cost were put at figures which could not be proven from actual records. It don't do to guess in business. It is possible to know. When we know what the costs are we know what to charge. The next thing then is to get that price.

NEAR-BY DIFFERENTIAL.

When the N. E. M. P. A. undertook to establish uniform prices by zones, the difference between zones representing simply the difference in cost of getting milk from such zones to the Boston market, it found that prices arranged on that basis which gave an advance of 1-4c per quart two hundred miles away, gave a decrease in the near-by territory. In other words, before the appearance of the N. E. M. P. A. the dealers buying milk in the immediate vicinity of Boston had bid it up in competition with each other to a price approximately 1½c per quart more than they would have paid farmers for milk two hundred miles away.

A careful survey of these conditions shows that while the advance in the immediate vicinity of Boston was approximately 1-2c, it grew less according to distance and finally disappeared about fifty miles out. In order that the system might be uniform, the NEMPA demanded of dealers a differential of 1c per quart over the base price delivered in Boston for all milk that came from the first twenty mile zone, and 1-2c for what came from the second, or twenty to forty mile zone. As a matter of fact, this was less than the average increase in price over far away milk than had been previously paid. When the Federal Commission appeared, it declined to officially award the above differential but authorized the Association to get it, if it could. Since then it has become the general practice to charge Boston dealers 1c for the first zone and 1-2c for the second zone per quart more than the base price for milk delivered in Boston; thus the first zone prices are figured today on the basis of 10-3-4c delivered in Boston.

The same principle applies in the Providence market by agreement between producers and dealers.

The first time the differential for near-by milk was recognized by the Commission was in its award of the prices for the Fall River market, wherein it found that the price should be 1c per quart more than the Boston base price for all milk delivered to Fall River, from within twenty miles.

The Commission still further recognized this system in its award for Manchester, N. H. by finding that the price for milk delivered in Manchester should be 1c per quart more than the same milk would bring at the railroad station if shipped to Boston market. In the second zone from Manchester, the differential of 1-2c per quart, was awarded.

At the next hearing of the Commission, the NEMPA will move for an official price finding that milk in the first zone from Boston, shall take 1c and in the second zone 1-2c above the general price award.

The justice and necessity for a differential in favor of nearby production is apparent when one realizes that a dealer buying a nearby supply makes a considerable saving in operating expenses over the purchase of milk at remote points. For instance: it requires from six to nine sets of cans to handle the same quantity of

milk from Franklin County, Vermont, that can be handled in two or three sets of cans from within twenty miles of Boston. Again if a dealer wished to meet his producers for any purpose within the first zone, he could cover in a day as much territory as he could reach in three days in Franklin County, Vermont, to say nothing of the railroad fares and hotel expenses.

Distant producers have failed to understand the reason why nearby producers were given a greater price. The fact is, that unless nearby producers get a higher price the dealer who buys their milk will own it cheaper than his competitors who buy distant milk own theirs, and this man who owns his milk at a less price, may sell it at a less price, thereby breaking down the selling price at which a dealer can dispose of far away milk thereby either sacrificing his own or the producer's income. It is to the advantage of far away producers that the nearby producers shall get enough for their milk so that the dealer who buys it will be obliged to sell it at the same price at which he could handle distant milk.

LABOR—WHAT IS IT WORTH?

We printed in the October *Dairyman* a tabulation of the cost of making milk in Vermont, prepared by Dr. Gilbert. In that tabulation man labor was reckoned at 27½ cents per hour.

Since the October number was issued we have received several letters from those who complain that farmers get so little for their own labor.

It should be remembered that Dr. Gilbert's figures were not intended to represent what farm labor is worth. They are the figures Vermont farmers reported under oath they actually paid in June.

The NEMPA is trying to be governed by facts. When we say the labor cost of men is so much we do not give the cost of shipyard labor, or what farmers think they ought to get for their own time but what they actually do pay for the labor they employ. The accepted system of figuring allows 10% addition after all other costs are put together, for "managerial ability". That is, the labor of the farmer himself is rated at 10% of all costs in addition to the price paid hired help.

We have no complaint against other people being well paid. It enables them to pay us a higher price for milk. There is some "camouflage" about high wages in other work. Temporary employment in hazardous war work no doubt pays exorbitant wages. We cannot expect the \$10.00 to \$15.00 per day paid in some shipyards. Such wages on farms would put us out of business if we had to pay them. What we do demand is a fair and reasonable sum for our time, such return as will make farming attractive to intelligent men and return a fair rate on capital invested.

The N. E. M. P. A. is the representative and spokesman of the Milk Producers of New England. Every Cow owner should belong.

SIX MONTHS PERCENTAGE OF SURPLUS

	May	June	July	Aug.	Sept.	Oct.
Hood	32.1	41.17	25.65	17.15	22.31	15.81
Whiting	31.94	46.1	34.134	17.44	18.24	9.07
Alden	38.1	56.5	44.172	18.	11.32	5.22
Turner C.	46.9	61.21	40.809	30.35	40.22	26.3
Acton		16.65	3.028	1.637		
Cummings		30.7	6.005	15.33		
Westwood		14.59	13.5	14.42		
Plymouth Creamery		57.77	39.4	16.04	26.57	8.87
Grafton Co.		52.6	19.87	3.67		
Hager		32.53	25.69			
Noble		21.2				
Seven Oaks		15.24				
Boyd		27.1	23.77	11.79		

The above figures show the surplus carried by various dealers during the past six months. The figures do not show variation in production because the surplus of recent months is in part caused by the purchase of new dairies in anticipation of a shortage.

DO YOU KEEP FARM ACCOUNTS?

By B. G. Southwick.

Farm accounts that furnish the chief details of the year's operations are one of the best means of improving the farm business. Such accounts should be simple and easy to keep, but once started the accounts must be kept up to date and summarized at the end of the year or they amount to but little. There is no other way of making accounts pay profits, and, rightly managed, the use of a pencil often pays better than the use of a hoe.

Some farmers excuse their lack of accounts by claiming that they have "no time." Usually these "no time" men have never tried a simple method of farm accounts, but they all imagine that accounts require "too much figuring." Most people, even farmers, can find the time to do what they are really interested in doing. This is especially true if that time means more money, which is exactly what farm accounts mean if kept and used. Perhaps you have made this "no time" excuse about farm accounts. Think it over seriously, and see whether you can honestly say that five minutes a day is more time than you waste every day, or whether if you really wanted to find five minutes daily for accounts it couldn't be done. Take the farm account pledge for one year, give it a good fair trial and know whether it's worth finding the time necessary.

Another reason why farmers do not keep better account of their business is the uncertainty in their minds as to just how to do it. They have little idea where to begin, what to keep track of, or how to interpret the figures at the close of a year. Here is where your Agricultural College can help you. Every such college in New England will be glad to assist individuals or groups of farmers in starting their farm accounts. Furthermore, these institutions have prepared a simple, practical, and effective farm account book. This book is like a Ford for it is almost fool-proof; anyone can manage it; the price is very low; it is adapted to your farm and time; and lastly, it will do the business expected of it, if kept running.

Why Dairymen Need Accounts.

The dairymen more than any other class of New England farmers need to keep reliable accounts with which to study and measure their business. Right now the dairymen need such accounts for self-protection. If they feel that milk prices are not satisfactory, The Federal Milk Commission expects them to submit evidence justifying a raise. What evidence can a group of dairymen submit that will count as much as well kept accounts proving what it costs them to produce milk?

Many dairymen complain about the returns from their business. Farm accounts, summarized and studied at the end of the year, throw some real light on the farm business. Accounts might show the weaknesses, they might even indicate on some farms that the time had passed when dairy-

ing will pay unless methods of production are changed. Then again, such account might pleasantly surprise the dairymen by proving that he previously had not realized how much the farm really paid.

Getting Started.

About three years ago in a New England dairy town a number of farmers met one night to hear what their county agent and a farm account man from the agricultural college had to offer regarding accounts. They were interested in a mild way about better farm accounts, but most of them felt satisfied with their present methods. They knew who owed them money and to whom they owed money. They knew about what balance the monthly grain bill left from the milk check. What better measure of profit did they need, or what reason for more "figuring?"

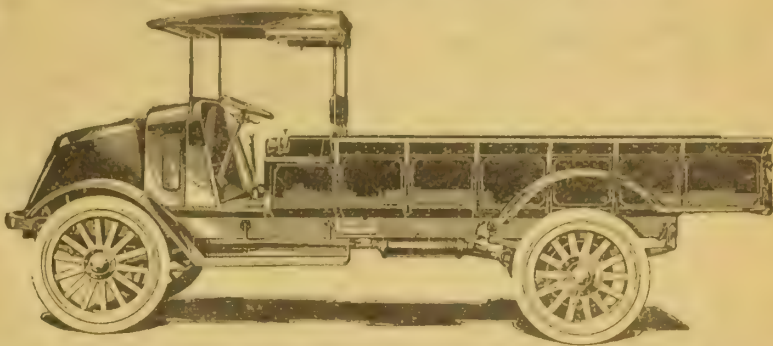
The meeting was an eye opener because they all discussed their own farm business, and the college man and county agent showed them facts about it that had never occurred to them before. Several men wanted to get some help on keeping real farm accounts. They thought with a little help in starting and closing the accounts that they could find time to keep the record and that it would be worth while. The county agent and college man spent the next day helping these men to start their simple farm accounts rightly, and encouraged them once during the year.

This little group of farmers kept at it and were surprised to find how their interest in figures increased. To be sure some of the accounts would have died but for mother or daughter coming to the rescue—somehow it seems "easier for women folks to use a pencil." At the end of a year most of these same farmers met and with the same men to assist them cast up or summarized their accounts. They compared results with each other and measured the strong and weak things about their business. As a result of those accounts these men started a new year knowing as never before what places and parts of the farm business they ought to improve or change.

One of these men illustrates the result of business head work on the farm. This man, with a good but rather small farm, had an income from his own labor of \$600 for the first year. He realized that grain and labor cost him too much and he set out to remedy things. He has raised more of his grain, grown better roughage, reduced his labor expense, increased his milk production, and increased the sale of crops such as fruit, seed corn, and seed grain. Was it worth the effort? The effort was more effective work on his part with both his head and hands, but in 1917 he received an income from the farm for his own time of \$2400. His accounts helped him to study his business, this study helped him to improve the business, and this improvement paid dividends.

Yes, he is still keeping farm accounts—"it doesn't take much time." Will he make \$2400 this year? No, probably nearer \$3,000.

The Delivery of Milk to the Creamery is One of the Important Farm Tasks



But it often takes half a day to make the round trip with horses. With an

INTERNATIONAL MOTOR TRUCK

the work can be done in one-third the time, and we know of one man who paid his running cost by hauling his neighbors' milk. Hundreds of farmers are daily using the INTERNATIONAL MOTOR TRUCK for all sorts of farm errands, saving the horse for other farm work. Economy of time and reduction of expense is the keynote of farm profits. A sure road to this end is the INTERNATIONAL MOTOR TRUCK. You owe it to yourself to investigate thoroughly. A MODEL TO MEET YOUR REQUIREMENTS.

INTERNATIONAL HARVESTER CO. OF AMERICA

Phone Somerville 1230

43 SOMERVILLE AVE., SOMERVILLE STATION
BOSTON, MASS.

SAWDUST BEDDING SAVES MUCH MONEY

BESIDES, it's superior to straw or other bedding, so many big dairymen testify. It's cleaner, stays "put" in the stall, absorbs so much liquid manure that it returns more dollars in fertilizing crops. Write for *right* prices. Buy and store now when deliveries are good and prices lower.

BAKER BOX COMPANY
Worcester, Mass.

BAKER'S
DAIRYMAN'S SAWDUST

Milk Resists Disease

It is the belief, and among no small number of persons, that milk is always a conveyor of disease, and this belief in some instances has been verified by certain specific cases. Science, however, has qualified this statement since clean milk on the contrary offers actual resistance to a number of diseases common to the human being, and only conveys disease when produced or handled under unsanitary conditions.

Time and again the value of keeping all dairy utensils and milk containers positively free from all unsanitary matter has been brought to the attention of the dairyman.

How to do this most successfully is the question which dairy-men are every day finding answered in the clean, sweet, sanitary conditions they obtain by using as their cleaning material



If you do not already know how much added assistance this cleanser can easily give you, why not order it from your supply house on our money back guarantee, and give it a trial. It Cleans Clean.



Indian in
circle
in every
package.

The J. B. Ford Co.
Sole Manufacturers
Wyandotte, Mich.

NO SURPLUS.

(continued from page one)

dealers involved, and others, were emphatic in their declarations of honesty in testing, offering to submit split samples for duplicate analysis and described in detail their methods in testing. They were not enthusiastic over the proposition of one commissioner that representatives of the county farm bureaus should assist in periodical sampling and testing work. It was not shown by the sworn statements presented that the dealers received their month's supply in the same conditions as the samples tested and the matter was discussed with instructions to the association to suggest a method of checking tests.

Some of the commissioners appeared to think that it wasn't their job to establish quality or quantity, saying if they were to set a price on potatoes they might say so much per bushel, and that where bought by weight so many pounds made a bushel but they could not well say how many bushels a producer had, how much they weighed or whether they were No. 1 or No. 2 quality. In opening up the matter of tests it was apparent that a subject had been touched that is very vital and which may lead to legislative action this winter.

Following the Boston price hearings, Fall River, Mass., and Manchester, N. H., conditions were aired before the commission with witnesses appearing for both producers and dealers. The N. E. M. P. A. represented the producers and handled their interests in both cases. It was drawn out that Fall River dealers in submitting costs of distribution had charged their own time at the rate of about 90 cents an hour while producers figured on only a little over 30 cents. Manchester producers claimed a differential for milk made within team or trucking distance of 1 cent per quart over the Boston zone price.

The Boston dealers who had been instructed to report their business according to the forms required by the commission failed to do so, except the Alden Brothers, whose statement showed a loss on milk delivered to the family trade and a profit on wholesale which just a little more than made them break even. On this showing by on dealer, over 90% of whose business was in the losing class, the other dealers with much less proportion of family trade demanded an increase. They declared that they were unable to submit their own figures because of labor conditions caused by the epidemic. Manager Pattee suggested that the N. E. M. P. A. might as justly say that because farmers had colds the commission might properly excuse them from showing costs of production in any state but Massachusetts where the costs are highest and the losses heaviest.

Retail prices were fixed at 16½ cents per quart and 9 cents per pint to family trade. This means that since June retail prices have advanced 2½ cents per quart, and the price for whole milk advanced 2 1-4 cents per quart to producers.

Now is the time to enroll new members. Every member should get another. Let's have 20000 before the annual meeting.



--speed up your milk production

With a Sharples Milker one man, woman or child can do the work of three men milking by hand. Saves manpower.

SHARPLES MILKER

Another reason for Sharples superiority over hand milking and other milking machines is the positive upward squeeze of the Sharples teat cup—an exclusive Sharples feature which carefully massages the teats after each suck and keeps them in a perfectly healthy condition. No other milker can or does squeeze or massage the cow's teats. Any pressure test proves this. This squeeze or massage makes Sharples the world's fastest milker, and increases the milk flow—fast milking always does.

Write today to nearest office for catalog, addressing dept. 57.

THE SHARPLES SEPARATOR CO.
West Chester, Pa.

Sharples Suction-feed Separators—skim Clean At Any Speed
BRANCHES: CHICAGO SAN FRANCISCO TORONTO

MILK and WAR TIME

In these days of high prices for dairy products, the "poor milker" is more than ever a liability.

But before you sell the cow that is not producing well, try to improve her condition. Her milk value is much greater than her meat value.

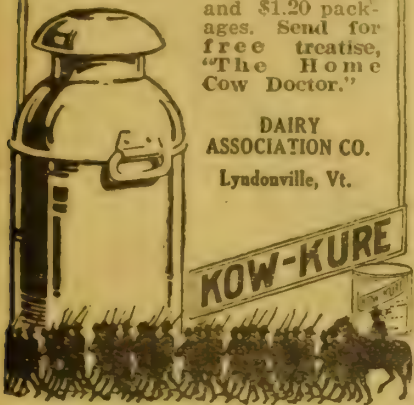
Most poor milkers are non-productive because of some defect of health, which can be quickly remedied by intelligent treatment.

Kow-Kure is a medicine that acts quickly on the organs of digestion and milk production. Its widely known tonic and curative qualities have made it the standard cow medicine for the prevention of disease and the treatment of Abortion, Barrenness, Retained Afterbirth, Scouring, Lost Appetite and Bunches.

Give Kow-Kure a trial; it will do for you what it is doing for thousands of others. Feed dealers and druggists sell

Kow-Kure; 60¢ and \$1.20 packages. Send for free treatise, "The Home Cow Doctor."

DAIRY
ASSOCIATION CO.
Lyndonville, Vt.



Send
for
Calf
Facts

DON'T feed milk to calves. Feeding high-priced human food to calves is waste. Mature calves early, big and healthy on Blatchford's Calf Meal at 1/4 the cost of milk. The other 3/4 is clear profit to you. Write for the facts today.

**Blatchford's
CALF MEAL**

Write Today Send your name and address for pamphlet "How to Raise the Finest Calves on Little or no Milk". No obligation, it's free—write today.

Blatchford Calf Meal Co.

Dept. 3828

Waukegan, Illinois

"The Engine With the Trouble Left Out"

Enclosed crank case—Cylinder and head cast in one piece
Fuel tank cast in base—Burns kerosene or gasoline.

The Latest Thing in Farm Engines



BROWNWALL Kerosene Engine

Especially adapted for all farm power use, wood-sawing, water pumping, etc.

Immediate Shipment

can be made right from our N. E. warehouse of this practical farm engine.

Be sure and write us for particulars and cost. State horse-power you probably will need.

Charles J. Jager Company

15 CUSTOM HOUSE ST., BOSTON, MASS.
33 CANAL ST., PROVIDENCE, RHODE ISLAND
13 EXCHANGE ST., PORTLAND, MAINE

5% TRADE SURPLUS.

The Executive Committee of the Federal Milk Commission, to whom was referred the question of trade surplus, raised by the New England Milk Producers' Association at the hearing to establish prices for October and again raised at the last hearing, after listening to the parties, made the following recommendation which was adopted by the Commission.

"That the surplus plan be so amended, that from the volume of surplus milk a trade surplus of 5% of the total volume of whole milk sold be deducted from the total surplus and the remainder be treated as the net surplus to be dealt with as provided in a surplus plan and the loss on the trade surplus will be considered as a part of the cost of the distribution."

In a recent issue of The Dairyman, we announced that we should, at the next hearing before the Commission, move for the amendment of the surplus plan, as above. The ruling of the Commission must show to the dairymen of New England, that the Association is alive to the protection of their interests and the Commission itself ready to correct a fault when it is clearly shown.



Large Size in Cows

Is favorable to economical yielding of milk. The food of support in comparison the Holstein-Friesian cow returns than in small ones, and for this reason the Holstein-Friesian cow returns a greater net profit on the total amount of food consumed.

HOLSTEIN CATTLE

Send for our booklets—they contain much valuable information.
HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA, Box 300 Brattleboro, Vt.

Wise Bees Save Honey—Wise Folks Save Money

Interest
Begins
Jan. 10



Interest
Begins
Jan. 10

A Bank Account in the Home Savings Bank means "ready money" when you need it. We invite your investigation of our resources and service, now.

Send for Circular, "A Savings Bank Account by Mail"

HOME SAVINGS BANK

Incorporated 1863

75 Tremont Street, Boston, Mass.

Loans to Farmers

Long Time Low Interest

No Commissions—No Renewal—No Worry

Under the Federal Farm Loan Act, we will loan money to actual or prospective farmers with which

To buy or improve farm lands and erect buildings
To buy live stock, fertilizers, and equipment
To pay off existing mortgages and debts

We will loan you from \$100 to \$10,000, according to your needs and security. The interest rate is 5½%. The mortgage will be completely "wiped out" at the end of 85 years by paying 6½% annually—5½% for interest and 1% on principal. Or you may pay off all or any part of the principal after 5 years.

Write today for full particulars—if you live in any of the following states:

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New Hampshire
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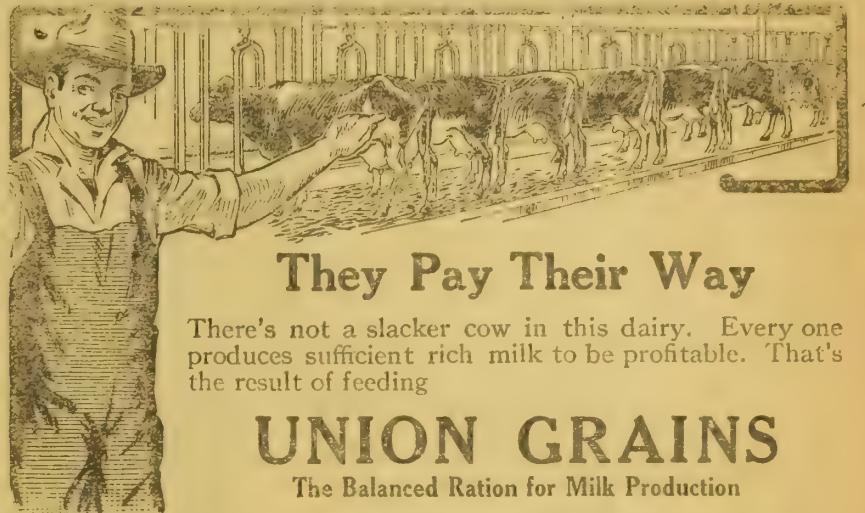
Vermont
New York

Massachusetts
New Jersey

THE FEDERAL LAND BANK

150 State Street, Springfield, Mass.

When Writing Be Sure to Give the Location of Your Farm



They Pay Their Way

There's not a slacker cow in this dairy. Every one produces sufficient rich milk to be profitable. That's the result of feeding

UNION GRAINS

The Balanced Ration for Milk Production

It contains all the digestible nutrients required to keep cows in condition and insure maximum milk flow. It has bulk, strength, variety, flavor. The Food Administration urges you to order your winter supply of feed now while the railroads can handle it. Union Grains will keep indefinitely. Don't delay a moment. Order immediately.



Write today for free record sheet which enables dairymen to tell the profit and loss on every cow in their herd.
The Ubiko Milling Co., Main Office, Dept. D. Cinn., Ohio
New England Sales Office, 73 Tremont St., Boston, Mass.

DR. CLARK Purity Milk Strainer WILL NEVER WEAR OUT

Simple—Durable—Inexpensive

Not a complicated fad. Just a mighty good strainer that removes every last bit of sediment from milk. No cloths used. No fine wire gauze to wear out. Your wife does not have to spend most of the day washing cloths and cleaning the strainer.

The only strainer made which Will Remove Fine Black Muck and Fine Dirt from Stable Floors, from Milk. Will Absolutely Remove Every Last Bit of Sediment. No Matter How Fine It May Be.

Endorsed by Milk Inspectors, Agricultural Colleges, Dairy and Food Commissioners, and the Smallest as well as the Largest Dairymen in the country.

We Guarantee Our Dr. Clark Purity Milk Strainer to Remove Every Last Bit of Sediment from Milk, and to Remove Sediment which No Other Strainer will.

Made in two sizes. 10-quart size, price \$2.75, is ample for ordinary herds with not more than two persons milking. 18-quart size, price \$3.75, is ample for large herds with several persons milking, or using a milking machine.

Our cotton pads are sterilized, made from special stock for straining milk. One pad sufficient for one milking for an ordinary herd. Packed 300 per carton, price \$2.00. Cost but little more than ONE CENT per day for absolutely clean milk.

AGENTS WANTED

C. F. KLINGER, Groton, Conn.
General Agent for New England States.

H. C. SOULE, Canton, Maine.
Agent for Maine and New Hampshire.

RECESS COMMITTEE WORK.

The recess committee provided for by the Federal Milk Commission in response to the request of the NEMPA, consists of Messrs. A. W. Gilbert, Secretary of the Commission; John K. Whiting, representing the Whiting interests; Mr. Ambach, representing Alden Bros.; Mr. H. Q. Millett, representing H. P. Hood & Sons; Mr. Whittemore, President of the Milk Dealers Association; Mr. Richard Pattee, representing the New England Milk Producers' Association.

Three matters were referred to this committee.

First: Reporting the disposition of surplus. It was requested by the NEMPA that the monthly report of the Administrator of the surplus plan show what each dealer did with the surplus, and how much he got for it. It was contended that the producers who turn over to the dealers a large percentage of their milk to be manufactured and sold, at cost, by these dealers had the right to know what these dealers made it into, what they got for the product and what they charged for the operation. It was finally agreed that the statements sent out by the dealers with their checks, should carry information over the signature of the Milk Administrator, showing the percentage of surplus, the price allowed for butter fat in butter and in cream and the price allowed for skim milk. It should also show the amount allowed the dealer for making butter.

Second: Except the purchase by small dealers for the large markets and of dealers for small markets, market milk throughout New England is bought by weight and test. The weighing, sampling and testing of the milk. The NEMPA has long samples is now done by the purchaser contended that such a system is illogical and offers too great a temptation to deceit and dishonesty. When this matter was brought before the Commission upon complaint of certain producers at the last hearing, the instant rally of practically all dealers present in defense of the present system, lead to the motion by the NEMPA that the Commission establish some way of checking tests.

The practical difficulties are almost impossible to overcome. Tests by dealers are usually made of composite samples; that is, of samples made up of parts taken every day for a series of days, usually fifteen. The composite samples are supposed to represent the same amount of milk from each dairy every day during the month and the test of the samples to determine the average test of the milk during the month.

It is claimed by the dealers that tests vary widely from day to day and a test of any one day or small number of days during the month is not fairly representative of the amount of butter fat carried by the milk of any dairy during the month, as a whole. As long as tests are made from composite samples, it is plain that they cannot be checked, except by the use of composite samples taken from the same milk by another party. This would mean that a sample of every

man's milk be taken every day under conditions which are fair to both parties, and tested accurately by disinterested and competent authorities.

The Committee has as yet been unable to agree on any system for checking the dealer's tests. The difficulty lies more in sampling than in testing. Dealers' tests are usually made by competent chemists or testers, licensed by the public authorities in the several States. The dealers expressed entire willingness to provide any competent authority with duplicate samples, to split any sample from which their tests are made or do anything to show the honesty and accuracy of their testing system.

Sampling is a different matter. The NEMPA will not agree to abide by a test of split or duplicate samples until some way is provided to determine the value of such sample. It is doubt-

ful if the Committee will be able to make any recommendation to the Commission at its next session. We appeal to producers to suggest a reasonable, fair and practical system.

Third: A revision of the surplus plan upon such basis as will throw the surplus loss upon the producers who make the surplus. Dealers contend that the above is practically impossible because of the complications in figuring and consequent delay. The NEMPA will most emphatically protest against the revival of any surplus charge-back to the farmers unless such charge-back can be based upon actual conditions. It will oppose any surplus charge-back against the man who makes an even production. This would mean the establishment of some sort of rating system. The dealers are not necessarily opposed but are reluctant to

any change in the surplus plan that involves delay or some work on their part. They emphasize and reiterate that labor conditions are unsettled and unsatisfactory, that prices for labor are exorbitant and help practically impossible to get. The NEMPA contends that these are problems for the distributor to meet and if they are incident to the business of distributing milk, that those who buy milk must expect to pay enough to meet the expense of conditions which surround its distribution; that the cost of running a store should be added to the price at which the goods are sold, not taken from the price at which they are bought.

At this writing, no progress has been made toward the adjustment of surplus, beyond the agreement of the dealers to file with the Secretary of the Commission, the total volume of



Successful Farmers

like Unicorn Dairy Ration because it brings out all the milk the cow can make. Just the feed to use with your home grown grain or alone.

During the cold, harsh, trying winter months every cow needs the best nourishing feed. She must maintain her bodily vigor as well as her bountiful flow of milk.

Every Unicorn feeder is a permanent Unicorn buyer.

Unicorn Dairy Ration is manufactured by

CHAPIN & CO., Dept. X, 131 State St., BOSTON, MASS.

Buy Your
Feed Early

PROVIDENCE MILK.
continued from page three)

TABLE IV.

Deductions allowed the Providence Dairy Company on milk passing through all stations except Willimantic and Westerly.

Deductions per cwt.	
Shipped in	
20 qt. cans	
1	.2854
2	.3093
3	.3693

October price per cwt. f. o. b. Providence \$4.3594
Price by zones at shipped station

Zone	Miles	Shipped in 20 qt. cans
1	1—20	4.074
2	21—40	4.050
3	41—60	3.990

November price per cwt. f. o. b. Providence \$4.5338
Price by zones at shipping stations

Zone	Miles	Shipped in 20 qt. cans
1	1—20	4.248
2	21—40	4.225
3	41—60	4.165

sales for each month of the year for a period of five years. From these reports the variation in consumption from month to month may be determined. It will then be possible to see what percentage of increase or decrease the market demands at any period as compared with any other period. For instance; if January be the 100% month, consumption in February may be 90%, in March 95%, in April 100%, in May 105% and so on from month to month. These figures will show the comparative volume of milk required for the city market and will be guide to production.

If a producer who makes a certain volume of milk in January increases his production more rapidly than the market demands it, he has added to the surplus, and to the extent of his addition he, and not the man who has maintained an even production, should bear the loss.

It is likely that the Committee will submit a divided report to the Commission and that the amendment of the surplus plan along the lines above suggested, will become the principle issue except price, before the Commission, at its next hearing.

DECEMBER PRICES

The Federal Milk Commission for New England met at Boston, November 22nd, to fix prices for December. The dealers were not prepared to submit figures on the cost of distribution,

as required by the Commission. The Whiting interests submitted cost figures, but errors were found requiring their withdrawal. The Alden's promised to complete their figures within a short time. Hood claimed the figures could not be submitted, as required by the Commission, for their business in Boston district alone. Turner Center presented no figures and was not represented at the hearing.

The Commission announced that certified public accountants would be put on the books of Hood and Turner Center to secure the figures desired and that prices would remain the same to all UNTIL such figures were secured. This means 9¾c delivered in Boston, without surplus charge UNTIL further notice.

Opinions differ as to the length of time required to secure the needed figures. Some say a week, some two weeks, some a month or even longer. When the figures do come in, a hearing will be given and time taken for study and examination. The NEMPA will be present at the hearing and will announce any change promptly, through letters to Secretaries and Presidents of locals.

Facts coming from France and our ship yards show that the milk fed soldier and worker are most efficient.

Protect your dairy and your family by making the NEMPA stronger. Get every milk producer in.

CUT ON THIS LINE

ORDER

Date191 .

(Dealer)

To

.....

The undersigned member of the New England Milk Producers' Association hereby authorizes and directs you to deduct one-half of one per cent from the moneys due or to become due to him for all dairy products sold by him to you, and to pay over the amount so deducted by check to the said Association, at the time of each payment to him of the balance of said moneys. This order is to continue in force until revoked by him in writing.

(SIGN HERE)

Signature.....

Address.....

LOWELL ANIMAL FERTILIZERS



Raise More Food

Every New England Farmer can harvest greater crops if he uses Lowell Animal Fertilizers. Today the use of a dependable fertilizer is an urgent duty. Fertilizers are not an expense. The present high market prices of all farm products make Lowell Animal Fertilizers a better paying investment than ever before.

Lowell Animal Fertilizers make the soil fertile and keep the soil fertile. They are superior to mineral or chemical manures used alone, due to the organic materials they contain—BONE, BLOOD, MEAT combined with essential Chemicals.

Good crops and big crops can be grown with Lowell Animal Fertilizers. They save labor, they grow bigger crops on less acreage.

Wise farmers will order now while all brands are in stock. Raw materials are uncertain. If your dealer cannot supply you, write us and also ask for booklets and information regarding the crops you grow.

LOCAL AGENTS WANTED

We can now supply Animal Fertilizers guaranteed to contain 4% water-soluble POTASH.

LOWELL FERTILIZER CO.

Boston

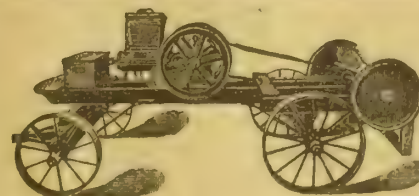
Branch
Consolidated Rendering Co.

Mass.

For further information, write Room 10, 40 North Market Street



BONE · BLOOD · MEAT



About Wood

With wood selling in the big cities at the highest prices ever known, it will pay any farmer to locate and saw up every scrap of wood he can find. With this outfit he can also saw up his neighbor's wood and earn good money.

If you're short of help put one man on this outfit, or run it yourself, and overcome labor troubles.

Cut and Saw Wood and so Help the Fuel Situation

GET IN TOUCH WITH US.

ASK FOR CATALOG 356

Brackett, Shaw & Lunt Co.

HEADQUARTERS FOR
Tractors of All Sizes and

62 No. Washington St. Boston
"RELIANCE LINE"

for All Purposes
SOMERWORTH, N. H.

ANNUAL MEETING

The annual meeting of the New England Milk Producers Association will be held at Boston, Thursday, Feb. 27, 1919.

The voting delegates will be the Presidents of County Associations. The Presidents of County Associations are chosen by the Presidents and delegates from Local Associations in the county. Local Associations are to meet in January to elect their officers. County Associations will meet during the first fifteen days of February.

It is important that Local Associations hold their meetings early so that proper notice of the time and place of the County meetings may be given.

Every member of the Association may attend any local, county or the Boston meeting.

Every member may introduce resolutions at the Annual meeting and may discuss any motion, resolution or report. In order that voting power may be evenly distributed, delegates only may vote in the Central Association.

The Boston meeting will be the most important dairy convention ever held in New England.

The policies and plans for the coming year will be determined and with the return of peace conditions, the next year will be tremendously important. Every member who can should plan to be at the Boston meeting Feb. 27th.

The place of meeting will be announced in the Dairyman.

CONTOOCCOOK HONEST UNDERWEAR

Solid Comfort

Underwear made the Contoocook way from real wool—soft and warm—comfortable to wear. Keeps the cold out and absorbs perspiration. The wash tub can't hurt it.

Most everybody who works outdoors wears Contoocook; it has been the standard for more than 50 years. Pure wool-ribbed. Doesn't stretch, wrinkle or bind anywhere.

Ask your dealer about it. Look for this trade-mark.



ENLISTED FOR SERVICE



This Is
What
Makes

Dairymen
Pay



Less expensive feed and more milk from the same cows—that's the key to bigger profits. Thousands of dairymen will tell you they are getting startling results with International Special Dairy Feed, the ration that costs less than grain and makes one or two quarts more milk per cow every day.

INTERNATIONAL Special Dairy Feed

Takes the Place of High-Priced Grain

It is a palatable, appetizing, milk-making blend of choice grain products, cottonseed meal and molasses. Cows are just crazy for it. It keeps the bowels open, increases the milk flow and makes the animals healthy and happy. Feed it to your cows and sell your corn and oats at the high prices. You make a double profit.

Order This Guaranteed Feed Now

It is backed by a liberal, positive guarantee. It must make more milk for you or we pay a forfeit. Get it from the nearest international dealer at once. If you can't find one, write to us. Don't put it off. You can't begin too soon to make more money. Order now before shipping conditions get worse.

INTERNATIONAL SUGAR FEED CO.
Minneapolis, Minnesota
Mills at Minneapolis and Memphis



TOP QUALITY



BOTTOM PRICE

BALED SHAVINGS

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.



PIONEER
BALED SHAVINGS

Nothing Is More Important

DO YOU think of *Digestibility* as being just a big, vague word which has little or nothing to do with anything in particular in your line of business?

Or do you think of *Digestibility* as being something which really has some definite connection with the amount of money to be made from the dairy?

There isn't a thing about the dairy business any more important than *Digestibility*.

BUFFALO CORN GLUTEN FEED

When you pay a good price for coal to burn in the heater and get a lot of clinkers, you don't think you have gotten your money's worth, do you?

You are up against the same thing in feed. Feed that runs 'way down in *Digestibility* is just as poor a buy as clinkery coal.

Feed has to break down and get through the cow's digestive tract in order to make milk. Unless a big share gets through, you lose.

1,614 of the 2,000 pounds in a ton of Buffalo Corn Gluten Feed are milk-bucket possibilities. Look over the list and see what runs higher in *Digestibility*.

Corn Products Refining Co. NEW YORK
CHICAGO



LARROWE FEEDS ARE GUARANTEED

Dairymen who have used LARROWE FEEDS need no other evidence of their superiority. The fact that LARROWE FEEDS are guaranteed assures dairymen that in these feeds they secure the very best results obtainable.

For years LARROWE FEEDS have been recognized among leading dairymen as

The Standard of Excellence

Avoid disappointment and the uncertainty of feeding a ration that is not backed by the guarantee of the manufacturer. Insist that your dealer supply you with LARROWE FEEDS—and you will solve your feeding problems. You take absolutely no risk—your dealer is authorized to refund your money if any of the LARROWE FEEDS fail to give you the results that we claim for them.

The Larowe Milling Company

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Detroit, Michigan

For Sale
at Leading
Feed Stores

THE NEXT CONSIGNMENT SALE OF THE PUREBRED LIVE-STOCK SALES COMPANY AT BRATTLEBORO, VT.

Tuesday and Wednesday, December 3rd & 4th

WILL CONSIST OF OVER

150 HEAD OF

REGISTERED HOLSTEIN-FRIESIAN CATTLE

including the dispersal of the entire herd of E. A. Baker, Greensboro, Vt., which he has spent many years in building up, and which contains a large number of very handsome straight heifers sired by his great son of *Colantha Johanna Lad*, and in calf to his 32-lb. son of *King Segis Pontiac*; also the dispersal of the herd of J. M. Kelley, Williston, Vt. which contains some high-record cows in calf to Mr. Paul T. Brady's *Mighty Monarch* and *Briar Pontiac It*, a 30-lb. son of the 37-lb. sire, *It*.

ALSO CONSIGNMENTS FROM:

- A. L. BROCKWAY, Syracuse, N. Y.
- F. P. KNOWLES, Auburn, Mass.
- B. W. POTTER, Rutland, Mass.
- S. M. STRICKLAND, Carthage, N. Y.
- J. W. PRENTISS & SON, Alstead, N. H.
- C. J. JONES & SON, Madrid, N. Y.
- H. R. BROWN, Brattleboro, Vt.
- R. W. FORRISTALL, Saxtons, River, Vt.
- C. H. PERKINS, Poughkeepsie, Vt.
- GEO. H. HILL, Marlboro, N. H.
- GEO. E. JONES, Concord, Mass.
- RALPH DEVEREAUX, Barton, Vt.
- L. A. HACER, Littleton, Mass.

Every animal tuberculin tested by a competent veterinarian whose standing is vouched for by the cattle commission of state where consigned from and inspected by our veterinarian before offered for sale.

The world war is now over and there will be a tremendous demand for cattle, as Europe has been depleted of cattle, and NOW is the time to prepare to meet this great demand.

ORDER YOUR FALL AND WINTER FEED SUPPLY NOW



Don't run the risk of a possible feed shortage next winter due to shipping difficulties—be on the safe side—order your feed NOW and be sure that you order feeds that meet your requirements best. Actual feeding results and low cost make it decidedly to your advantage to stock up on the "old reliable"

SCHUMACHER FEED AND BIG "Q" DAIRY RATION

SCHUMACHER FEED has time and time again proved its merit in record making, record breaking long distance milk and butter production tests—it has to its credit (fed with high protein concentrates) more World's Champion Milk and Butter Records than all other feeds combined. SCHUMACHER FEED is a grain ration that supplies ENERGY—STRENGTH—STAMINA and ENDURANCE that cows must possess if they are to be big producers. SCHUMACHER FEED is also an ideal feed for dry cows, horses, hogs and growing stock.

BIG "Q" DAIRY RATION is a protein ration of the highest quality made on the modern idea of "highest quality" of protein content—a wonderful milk producer. By having a liberal stock of SCHUMACHER FEED and BIG "Q" DAIRY RATION you will be independent of a feed shortage and be assured of best results from all your stock because SCHUMACHER FEED and BIG "Q" are splendid result-producing feeds.

Schumacher and Big Q Feeds in the barn are better than money in the bank.

Don't delay—order NOW. Your dealer can supply you NOW—he may not be able to later. "A WORD TO THE WISE IS SUFFICIENT"

QUAKER
QUALITY
FEEDS

The Quaker Oats Company Address Chicago, U. S. A.



THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association



Volume 2. Number 9.

BOSTON, MASS., DECEMBER, 1918

50 Cents Per Year

ANNUAL MEETINGS

Locals

In January every Local Branch will meet to choose officers and delegates to the County Meetings and to transact other business. The President of the Local will select the date and place of meeting and notify the members unless otherwise provided in the By-laws.

Counties

During the first fifteen days in February, the County Associations will meet. The County President will name the date and place and notify the members unless otherwise provided for. The meeting will elect County officers for 1919. The County President is a delegate to the Boston meeting.

Central

The voting members of the Central Association are the Presidents of County branches. The Central Association will meet at the American House, Boston, Thursday and Friday, February 27 and 28, 1919 at 11.00 A. M. for the election of new officers, reports of retiring officers, outlining of future policies and other matters of business. Delegates' expenses will be paid.

Every meeting is important. Every member should attend the Local, County and if possible, the Central meeting. Every member has a right to the floor in any meeting, though only delegates may vote at Boston. Every member is eligible to any office in the organization.

Delegates and visitors to the Central Association meeting are invited to inspect the Turner Center plant at Somerville between sessions. A banquet will be served in the evening with a splendid speaking program.

UNIFORM DAIRY LEGISLATION

By REUBEN HALL

Following the suggestion made at the annual meeting of the NEMPA last February, I have made a study of the dairy laws in the various New England States with a view to determine the necessity of having uniform legislation in the several states.

I bring to your attention some of the most striking differences which exist. The first thing that comes to your attention is that of defining standard milk. As milk producers, we are very much interested to know just what is meant by the word "milk" in each of the separate States.

I will quote from the statutes in the various States that you may see for yourselves just why we need uniform legislation for our industry.

To the Massachusetts producer, it is not very essential or important what "milk" means in the other New England States, but it is of utmost importance that producers in States other than Massachusetts should know just how "standard milk" is here defined. Massachusetts producers sell all their product locally, while those beyond the State ship a great deal of milk into that State; and it must conform with Massachusetts laws.

In Massachusetts the Act of 1917, Chapter 189, define standard milk to be "milk which upon analysis is shown to contain not less than twelve per cent of milk solids or less than three and thirty-five hundredths per cent of fat," while Connecticut, Maine, and Vermont define standard milk to be milk which contains "not more than eighty-eight and one quarter percent of watery fluids, and not less than eleven and one half per cent of milk solids, nor less than three and one quarter percent of milk fats." See Connecticut General Statutes, Sec. 2465; Vermont General Laws, Sec. 5911.

Thus we see that what is milk in Maine, Connecticut and Vermont, is not milk in Massachusetts. Now let us examine Rhode Island's laws and see what is meant by "milk."

The Rhode Island General Laws of 1909, Chapter 173, Sec. 15, says, "In all prosecutions under sections thirteen and fourteen of this Chapter (relative to the sale of adulterated milk) if the milk shall be shown upon analysis to contain more than eighty-eight per cent of watery fluids or to contain less than two and one half per cent of milk fats, it shall be deemed for the purposes of said sections, to be adulterated."

Very little, if any Rhode Island milk is sold in Massachusetts. It is consumed locally; nevertheless it is significant to see the wide variation that exists in defining the article which is the basic product of the dairy industry.

Should we, who produce milk for sale in New England, permit such variations between states to exist? Can you, who produce milk in Maine, Vermont and New Hampshire, and who sell your product for consump-

tion in Massachusetts, be satisfied while the legislatures of your several States disagree on what "milk" is? It is up to you to get behind a movement to standardize and harmonize the quality of milk, so that you may feel sure that the product sold in your home State for milk will be milk in the other New England States to which you ship your product.

In line with this differentiation in chemical content of milk, it is interesting to note that all States except New Hampshire, forbid the addition or subtraction of any substance to the raw milk as it comes from the cow. They say that if anything is added to or taken from the milk in its whole state, this milk shall be deemed adulterated. (See Connecticut General Statutes, Sec. 2466). New Hampshire alone of all the New England States, has a standardization law. In other words, New Hampshire permits producers and dealers, who have milk below the standard milk quality as defined by statute, to add, "clean, fresh, natural cream, under proper sanitary conditions and in such manner as to afford a milk of a certain definite composition. Such milk shall conform in all respects to the standards of quality and purity as provided," in the statute defining standard milk. The statute further requires dealers producing standardized milk to obtain an annual license and to clearly label or tag such milk with the words, "Standardized to — per cent butter fat (stating the percentage butter fat)."

An attempt was made in Massachusetts last year to secure the passage of a similar law, but this attempt failed, owing to a natural dislike on the part of the health authorities to open the way to adulteration of an article of food of universal consumption. It is a question as to whether or not dealers who buy milk on a basis of butter fat content, ought not to be allowed to sell their product on the same basis, or to be allowed to mix milk of high butter fat content with milk below standard to obtain standard milk, and thus get a fair price for the extra butter fat which they have paid the producer for. Under present statutes, this cannot be done, nor can any butter fat be removed from the milk and the milk sold as "whole milk." I leave this question for your consideration and Massachusetts is unique in matters make no recommendation.

of defining milk and establishing grades. Of all the States, she alone has defined what "pasteurized milk" shall be. It is defined by Acts of 1917, Chapter 259, to be "natural cow's milk not over seventy-two hours old when pasteurized, subjected for a period of not less than thirty minutes, to a temperature of not less than one hundred and forty degrees nor more than one hundred and forty-five degrees Fahrenheit, and immediately thereafter cooled therefrom to a temperature of fifty degrees Fahrenheit or less." Other States

regulate the sale of pasteurized milk any time require a detailed statement by requiring such milk to be distinctly labelled, but none define what is meant by the term, except Massachusetts.

Again Massachusetts has established a so-called "Grade A Massachusetts Milk" by the Act of 1917, Chapter 256, which is defined as "milk produced exclusively within this Commonwealth from healthy cows under clean and sanitary conditions and shall be so cooled and cared for that in its raw state the bacteria shall not average more than one hundred thousand per cubic centimeter upon examination of five samples taken consecutively, each from a different lot, on five separate days." As this grade of milk sells for a higher price by from two to three cents per quart, it is interesting to producers beyond Massachusetts to notice the effect it has on their product of like quality. In my opinion it is discrimination against non-resident producers.

An item of great interest to producers everywhere is the amount of certainty which the State laws give them of being paid. In other words, what protection if any have the producers against dealers who fail to pay promptly.

In Maine the Revised Statutes, Chapter 130, Section 27 provide that "Every person, firm, or corporation purchasing cream or milk for the purpose of reselling the same or of manufacturing the same into other products, shall pay the producer unless otherwise provided by written contract, semi-monthly; payments shall be made on the first day of each month for all cream or milk received prior to the first day of the preceding month and payment shall be made on the fifteenth day of each and every month for milk or cream received prior to the first day of the same month." A penalty is imposed for failure to comply with this provision. This law has been held unconstitutional by some authorities and is not actually enforced.

Vermont requires dealers or manufacturers of dairy products, or persons operating a receiving station for milk or cream to furnish each patron with a monthly statement showing the quantity of milk or cream, as determined by weight or measure, which said patron delivers during the period covered by each statement. Such statement must also show the quality of the milk or cream delivered by the patron and the price paid, in the absence of a written agreement providing otherwise, shall be based upon the quality as determined by such tests as the Commissioner of Agriculture may approve. (Vermont General Laws Section 5935.)

Vermont further provides by General Laws, Section 5727, that the Commissioner of Agriculture may require a good and sufficient security bond, executed by a Surety Company, authorized to do business in that State, in such sum as the Commissioner shall direct before issuing a license to any dealer to do business in that State. In order that they may accurately determine what a fair bond is, the Commissioners may at

showing the business transactions of the dealers of that State. Upon this statement they may require a large bond or additional security. This bond is for the benefit of the patrons of that dealer in Vermont.

A further security is provided for by Vermont General Acts, Section 5730 which requires payments to be made on the fifteenth day of each month for products purchased the preceding month, although by written contract deposited with the Commissioner within five days after such agreement is made, different arrangements may be made between the dealers and their patrons.

New Hampshire attempts to so protect its producers. By Chapter 220 of the Acts of 1913, it is provided that "every person, co-partnership, association or corporation that, as a part of their or its business, purchases milk, cream or butter within this State, to be shipped and sold beyond the State, is hereby required first to obtain a license therefor."

Each such applicant for a license is required to file a statement showing full name and address of all having an interest in the firm and a complete list of its real estate in the State with encumbrances thereon if any, and the amount of business done by them each month during the year preceding such application. If this statement does not show real estate providing sufficient surety, to the patrons an additional security in the form of a surety company bond may be required. Bonds may be required at any time, when in the discretion of the agricultural department, it is necessary.

Thus in some States producers are well protected against loss in the operation of their business, while in other States no such security is given. To which class do you belong? Are you satisfied with the security given you or do you wish further protection? In my opinion, Vermont provides the best all-round security to producers, but this is a matter for your decision.

As we are in New England a geographical island and have a community of interest among the several States, it is up to the producers to see that our interests are furthered in the best possible way. We must have legislation which adequately protects us from loss and which tends to encourage local production. Such legislation must be uniform in all New England States, for each one sells to the other and their interests are so commingled that we cannot say where the boundary of each State's interests is. In this way we shall meet the request of the Federal Government for local production and shall be self-supporting. We shall also receive a fair return for our product with a minimum of loss, thus ensuring a greater encouragement to the producer to maintain the dairy industry of New England on a high level of efficiency and quality of production. In the near future we shall call a conference to decide what will be the best legislation to safeguard our interests in New England and to give the public confidence in us, which to some degree is now lacking.

NATIONAL MILK PRODUCERS' FEDERATION

Important Action Taken at Chicago.

A two days' meeting of the National Milk Producers' federation was held at the Morrison hotel. The meeting had delegates from thirty state milk producers' organizations, this being the national body, with a membership of over 300,000.

The principal discussion was on the subject of adjusting the relations between the milk producers and the consumers of the country, so that a price for milk fair to both might be arrived at.

A committee to consider the establishment of such a fair price, consisting of Dr. G. F. Warren of Cornell university; Prof. A. C. Anderson of the Michigan Agricultural college, Prof. O. Erf of Ohio State university, Prof. F. A. Pearson of the University of Illinois; Prof. J. H. Prandsen of the University of Nebraska, and Prof. H. A. Harding of the University of Illinois, made a partial report.

Costs Very Little.

This showed the committee had been considering the subject from data procured from agricultural experiment stations in all sections of the country. It was found that the cost of milk production varies so little in different parts of the country as to be negligible. In a short time, it was announced, the entire report will be ready. It will then be published and will show authoritatively what it costs the farmer to produce milk, and, according to the committee, this will succeed in allaying unwarranted agitation directed against the farmer.

A statement of the position of the organization, prepared by John D. Miller of New York, one of its directors, was issued at the meeting. In part it says:

"The dairy farmers of the nation are not fighting to fix prices arbitrarily but for the right to make collective sales of their products and to be consulted as to the price they are to receive.

The Farmers' Side.

"The farmers recognize that their interests and those of the consumers are parallel. It is to the interest of the dairy farmers to sell milk at as low a price as is consistent with the cost of production, thus enlarging their markets by stimulating consumption. It is to the interest of the people of the cities to pay such a price as will stimulate production, thus insuring an adequate supply. The dairy farmers of the nation ask only cost of production plus a fair profit. Their struggle is the age-old one for a living wage. The wage of farmers engaged solely in milk production is so low that their standard of living is below the American standard."

The following officers were elected for the ensuing year: Milo D. Campbell, Coldwater, Mich., president; R. D. Cooper, New York, and H. W. Ingersoll, Ohio, vice presidents; George Brown, Sycamore, Ill., secretary and treasurer.

The New England Milk Producers'

Association was represented by President Clark, who is also a Director of the National Federation. Mr. Clark was made chairman of the Committee on Publicity. Mr. Pattee of the N. E. M. P. A. was added to the directorate of the Federation and with Messrs. Cooper of New York and Kittle of Chicago, made members of President Clark's committee.

ANNUAL MEETING DAIRYMAN'S LEAGUE.

New York Organization Strong and Harmonious.

(From the New York Sun)

One fact stuck out like a poulticed thumb at the annual stockholders' meeting of the Dairymen's League, Incorporated, in Grand View Hall, Jersey City, yesterday, and that was the unanimity of the 1,500 delegates representing the 60,000 members of the league on all questions brought up.

Although he producers and distributors are exasperatingly scrapping over the vexatious milk question and consumers are constantly airing their grievances against both groups the dairymen themselves are sticking together like burdocks on a cow's tail. The climax of the harmony demonstration came at the close of the session when apparently every delegate in the hall arose to his feet as a standing vote of confidence in the officers and directors was taken. John J. Dillon, former State Commissioner of Foods and Markets, was president.

The stockholders recommended that the directors consider carefully whether or not new stockholders be admitted who heretofore have neglected to support the league. They further recommended that the directors urge all milk companies to make semi-monthly instead of monthly payments, and also, that distributors give printed slips to farmers showing the weight of each delivery of milk.

They "looked with disfavor upon league officers holding any position outside the league." Although no explanation accompanied the resolution it was generally understood the farmers want R. D. Cooper, the league president to give up his position as president of the Co-operative Milk Producers Marketing Association.

The stockholders approved the idea of fostering other associations of farmers and federating all farmers' organizations. They also approved of the league's efforts to inform the public as to the food value of milk and recommended that educational departments of all States encourage instruction in schools as to the necessity of using more milk and of its value as a food.

The league directors were directed to extend the freight zone for the basic price of milk from 150 miles to 250 miles, which is said to be nearer the centre of milk production.

Milo D. Campbell, president of the National Milk Producers Federation, said that in many sections of the country there is much unrest among dairy farmers because of numerous investigations into the milk industry and milk conditions. Referring to Chicago, he contrasted treatment accorded to farmers to the immunity granted beef packers.

COMMISSION WILL QUIT

The meeting of the Federal Milk Commission, December 22nd, ended in a fizzle because the dealers' figures were not ready. It will meet again the 30th. It was last September figures that were missing. The dealers were to file their costs of distributing milk according to the system of cost accounting required by the Commission and agreed to by the dealers. At the October hearing, they plead for time, giving the labor shortage and influenza as reasons.

At the November hearing they were still not ready and the Commission ordered its own certified public accountant to make up a cost statement from Hood's books, that firm stating their inability to do it. December 22nd the Commission's accountant wasn't ready with Hood figures and the Whiting's claimed to have found an error in their's that had to be corrected, which would take several days. The N. E. M. P. A. declined to put in figures until the dealers submitted their's and the Commission adjourned to Monday, December 30th.

At the meeting the following telegram was read:

Fa Washington, Dec. 8.
Food Armn.

Endicott, Boston, Mass.

Wiring all administrators, signing of armistice meaning virtual peace, brings to an end many activities of food administration, therefore it is not deemed advisable for representatives of food administration to participate or mediate in conference regarding milk prices beyond date of expiration current outstanding agreements.

FOOD ADM.

At the November hearing the following agreement had been filed with the

Commission, signed by the Hood's-Whiting interests, Alden Bros., the Dealers' Association and the NEMPA.:
Boston, Mass.

November 22nd, 1918.

It is stipulated and agreed between the producers and distributors, parties to the Washington agreement, that each and every one of them hereby assenting to the continuation of the power of the Federal Milk Commission for New England, to name prices at which milk may be sold from January 1, 1919 to April 1, 1919, on the basis of cost plus profit, in accordance with the terms and conditions in the warrant issued by the United States Food Administration appointing said Federal Milk Commission for New England, and warrant is fully set forth on pages 2 to 8, Volume 1, of the record.

After discussion it was agreed by all parties that the Commission should continue until April 1st and the following telegram was sent to Washington

December 24, 1918.

Food Administration,
Washington, D. C.

Answering telegram to Mr. Endicott December eighteenth we have an outstanding agreement dated November eighteenth between dealers and producers to fix prices for three months period, January first to April first, nineteen-nineteen in line with your wire we will proceed to carry out this agreement and plan for the commission to go out of existence April first, nineteen-nineteen.

PHILIP ALLEN,
Chairman Milk Commission.

Under this arrangement the Commission ceases to operate April 1st, next. What will be done then will be up to the annual meeting of the N. E. M. P. A., at the American House, February 27th, so far as the producers are concerned.

SCHEDULE OF PRICES

In Effect Until Changed

		At R. R. Station Outside Massachusetts				Cwt. in
Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans	
3	41-60	.729	\$1.852	\$3.513	\$4.034	
4	61-80	.717	1.838	3.480	4.046	
5	81-100	.711	1.819	3.452	4.013	
6	101-120	.704	1.805	3.424	3.981	
7	121-140	.697	1.790	3.396	3.948	
8	141-160	.691	1.776	3.368	3.916	
9	161-180	.684	1.762	3.345	3.889	
10	181-200	.677	1.748	3.322	3.862	
11	201-220	.670	1.733	3.300	3.835	
12	221-240	.664	1.719	3.276	3.809	
13	241-260	.657	1.710	3.258	3.783	
14	261-280	.650	1.696	3.235	3.761	
15	281-300	.649	1.686	3.212	3.734	

		At R. R. Station Outside Massachusetts				Cwt. in
Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans	
1	1-20	.867	\$2.167	\$4.075	\$4.737	
2	21-40	.814	2.040	3.845	4.470	
3	41-60	.744	1.862	3.513	4.034	
4	61-80	.737	1.848	3.480	4.046	
5	81-100	.731	1.834	3.452	4.013	
6	101-120	.724	1.815	3.424	3.981	
7	121-140	.722	1.800	3.396	3.948	
8	141-160	.716	1.791	3.368	3.916	
9	161-180	.709	1.777	3.345	3.889	
10	181-200	.707	1.763	3.322	3.862	

Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

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in Behalf of and for the Benefit of the
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October 3, 1917, authorized July 13, 1918.

PERSONAL WORD.

My wife says I ought to tell you when we have beans for supper and flap-jacks for breakfast, if I am going to lay my family affairs before the producers. That remark was made because I told you our little girl was sick and that we had moved to Massachusetts. Of course Mrs. Pattee didn't mind if I did say these things. She was just joking me. But I do want to say how much pleased I was that so many people wrote me saying they were glad our little girl got better. After all, we are one big family and are working together to get the most out of life. That is why I am interested in this whole proposition. I have seen hundreds of good men and women out on the farms, working themselves and their children from dawn to dark, denying themselves practically all luxuries and some almost necessities, because the stuff they raised sold for so little. It has been a system of industrial slavery under which handlers of our products made fat profits for themselves by selling at a good margin, but a price far below what our stuff was worth. As long as we would sell for less than cost, they would add their profits and resell at less than value.

I have felt that consumers were willing to pay fair prices if they knew them to be fair and that the producers got them. I still so believe. If ever we can perfect our organization, I believe we can make dairying pay in New England. The main thing is to get together, to realize that it is a problem in which we must think and act as a unit, not as individuals. We have to consider the humanity of the situation. When my little girl was sick, I had to have doctor, a nurse and medicine. Your little girl, if sick, must have the same. We must each have money enough to get these things. Isn't it a shame that hundreds of cow owners, good men with

good herds, don't get enough for what they sell to save money for a doctor's bill? I have had scores of letters like this, "I had sickness in my family and had to sell off my cows to pay the bills." These men hadn't spent their money foolishly as it came in. They simply were not able, with all hands working, living at the least possible cost, raising most of what they ate, wearing old clothes that didn't cost much when bought, going without the comforts of city homes, no gas or electric light, no steam, hot water or furnace heat, no bath rooms and flush toilets no theatres and very few other amusements to save money enough to meet an emergency like sickness so had to sell off stock and go to work at something else.

If city people realized they would not hesitate to pay a fair price. We don't want to get rich unfairly off consumers. We do want such a marketing system as will enable us to get a living price without asking consumers a prohibitive price. We can never get such a system without getting together. I wish more producers could realize that the real purpose of organizing is not simply to club together to club the dealers. Sometimes we are bound to miss a stroke in that game and as we swing past the other fellow's head, he'll take a crack at ours. We have a lot of fair weather friends who will applaud loudly when all goes their way and sneak off instantly when things break wrong. And they will break wrong once in a while. The best we can do is to do what seems right and take the consequences.

If only we could all get together in one spot and talk it over—but we can't. So the best we can do is to organize, select the fairest minded, most competent men as leaders and forgetting personal views pull together for the good of all. If we cannot put dairying on a paying basis, we owe it to the wife and "kiddies" to quit and go into something else that will pay. But it's worth while to try and the results so far beyond the expectation of those who knew what a problem it was, show conclusively that it is the right and only way. ORGANIZE. ORGANIZE! ORGANIZE! !

COOLING MILK.

All the dairyman's labor in raising milk goes for nothing if he allows it to spoil through lack of proper cooling. Imperfect cooling means loss of quality through multiplication of bacteria. In many instances, it means a total loss through souring. The best results are always secured through the use of ice. Tanks of ice-water are the simplest form of cooling milk.

Here in New England, there is a natural supply of ice each winter. Every dairyman should harvest a supply sufficient for cooling purposes during the summer months. To cool milk properly, it requires not less than one pound of ice to each pound of milk for the period of hot weather, during which ice must be used. An excess of 25 to 50 per cent must be added to allow for loss through melting. Make plans now to provide for next year's supply.

DUES.

There are three ways of collecting or paying dues. It is absolutely immaterial which way is used so long as dues are paid. Here they are.

1st. To pay direct to the Central Association.

2nd. To pay through local Secretaries.

3rd. To have dealers deduct the dues from monthly checks and send them in.

Let's consider these ways.

1st. Direct payment. This is the ideal way, if it would work. Some pay that way now. But no one with experience collecting would say that an organization could depend on such payments for support. It would mean keeping an account with each person, constant and continuous jogging for dues and an almost interminable system of letter writing or visitation. We would never know how much income we would have or when we would get it. It would, as it used to, cost practically all we got to collect it. No person with experience would recommend direct payment as a dues system with an organization of 15,000 people scattered all over New England. It is too costly and uncertain.

2nd. Secretarial Collection.

This system appeals to most of us, and is the best, where it works. But it don't work generally. Secretaries are just as busy as anyone. Members have to be seen to get their dues. When a Secretary goes after dues, lots of members are away from home, some haven't the amount with them, others put him off 'til later and while the local gets 25% of his collection, which would seem to be enough to pay the Secretary for the work, it actually don't work out that way. Then too, the Central Association can't always tell when Secretaries will forward collections. It is absolutely impossible to lay out work and do it not knowing what to depend on or when it will come. Secretarial collections, are ideal, when actually made, but they aren't made. That is the history of other organizations in New England, of previous milk producers' associations here and all over the country. Ideal if it would work, but won't work.

3rd. Collections through Dealers.

Producers sometimes object to having dealers make deductions. There are some very real reasons why that is not a good system; but its advantages far outweigh its disadvantages. It is the practice in New York and elsewhere, wherever they have live, well financed organizations. It splits up each man's payment into twelve installments, that he does not miss. It gives the Association a regular monthly income on which it can depend. It saves the cost of local Secretaries and members. Altogether the advantages of dealer collections outweigh objections. In a way it puts the Association in the hands of a dealer. He may refuse to collect or may retain collections without paying them over. If he fails, he hears from the Association promptly. If there are filed with him several thousand names, he has some respect for the

organization. In some cases he thinks the names filed with him are all his producers who are enrolled. He forgets those who pay direct or through Secretaries, but generally speaking, the influence of orders on dealers is to keep such dealers reminded there is an organization among producers, and the dealer knows that if ever producers get together and act as one man, his day of control is ended.

COLLECTIONS.

New Hampshire producers who sold to Geo. H. Matthes, will be glad to learn that claims amounting to about \$500.00 which they filed with Attorney Hall for collection, are being liquidated and "Squire" Hall now has \$140.00 of the amount due. He is hopeful of collecting the balance and will make prompt settlement with his clients.

The NEMPA does not run a collection agency, but our Attorney gives collections for our members, prompt attention and has behind him the fear of what the Association may do to any recalcitrant dealer in the way of warning members about giving credit.

The Association directly or indirectly, has collected thousands of dollars and saved thousands more that beyond doubt would have been lost without organization.

PORTLAND, MAINE.

Early this month (December) the NEMPA was petitioned by Portland producers to do something to straighten out the local situation. A meeting of the Portland Market Committee was held in conjunction with the Maine State Dairymen's Association. Later a meeting of the Presidents of Locals whose members ship to Portland dealers was held and it was decided to send the following letter to all dealers in that city.

"The members of this Association furnishing milk to the Portland market, desirous of receiving a uniform and reasonable price for milk, hereby request that the milk dealers at Portland join with them in laying before the Federal Milk Commission for New England, the matter of prices to be paid by dealers to producers and such other matters as may properly come before it, for adjustment, to be effective December 1st.

"In event of the failure or refusal of the milk dealers of Portland to refer prices and conditions to the Federal Milk Commission as suggested, the producers will offer milk at the following prices, beginning December 1st.

"9 1-2c per quart for milk produced within twenty miles of Portland; 9c per quart for milk produced from twenty to forty miles from Portland; 8 1-2c per quart for milk produced more than forty miles from Portland. The above prices f. o. b. Portland railroad station. Wherever the producers furnish cans for the

transportation of above milk, the same charge to be made in addition to the above prices, as is allowed in the Boston market.

"We ask you to reply to the above proposition by return mail not later than Saturday, November 30th, under enclosed envelope."

Only fourteen dealers replied and only one large dealer, Turner Center, agreed to abide by the decision of the Federal Commission. A conference was thereupon called of the Dairymen's Association State Grange, Department of Agriculture and the Cumberland County Farm Bureau and all agreed to stand squarely behind the NEMPA demands.

In view of the fact that Portland as a city would find itself very seriously placed if its milk supply were withdrawn especially as a large convention was about to assemble there, it was deemed fair and right to notify the Chamber of Commerce and Mayor of the City, that its milk supply would be withdrawn unless the dealers agreed promptly to the above prices or those fixed by the Commission. The Mayor and Chamber at once called the dealers together and laid the matter before them. The dealers with one inconsiderable exception, immediately agreed to have prices fixed by the Commission. Hearing will begin at Portland, Friday, December 20th at City Hall.

In this connection, dairymen should know that last summer the local producers tried to get the dealers to go before the Milk Commission without success. A member of the Commission making an independent and unofficial study of the situation, gave it up as a hopeless case. But when the NEMPA backed by the other splendid farm organizations of Maine got into the game, with its coat off, the dealers came to time quickly and gracefully. Oh, the power of organization!

NOTES FROM THE WORCESTER OFFICE.

R. D. Lull.

The branch office in Worcester is at last a reality. The N. E. M. P. A. has reached out to assist more fully the milk producers of Worcester County and Western Massachusetts than it was possible to do from the Boston office.

Altho the Market Association thru the Marketing Committee had done excellent work in straightening out the tangles here, it was a task impossible of accomplishment when undertaken by men already overburdened with duties on their own farms. We find on coming into this section of

Massachusetts, Milk Producers a little impatient at the delay of the Association in taking up the problems peculiar to this market. It was entirely imperative that something should be done to relieve this situation. Altho the producers are somewhat impatient, we find them in full and hearty sympathy with the movement, and willing to co-operate to the fullest extent in putting Worcester on a sound marketing basis.

There are some conditions peculiar to Worcester that must be taken into consideration when working out a market plan. There are about 140 different milk peddlers besides milk sold from stores. Some of these dealers are farmers who simply come in to dispose of their own product, but the bulk are small peddlers. As in all other Cities, there are a few dealers who establish the policy for the entire City, and it seems at present to be the attitude of these men to undermine the strength of the Association. This being the case, it would seem that the producers should realize that the Association stands for something which is for their benefit, and we believe the producers do see it this way. We find them in every locality visited, altho, as stated before, a trifle impatient, decidedly loyal and ready to make a definite stand for their rights in Worcester as they have in other markets. While visiting the Springfield market the other day, we found that everything was running very smoothly with hardly any friction between the dealers and producers. The price automatically changes as the Federal Commission changes the Boston price.

We would like to sound just a word of warning to the Worcester Producers. The market will undoubtedly be brought to a definite basis on January first, and you should all see that the Association has the solid support of every milk producer in your community. If there is any one who has not joined the Association, have him join at once. If there are any lukewarm members, punch them up a bit, get every one on their toes and



BESIDES the cash additions it makes to the net profits of your business—

The International motor truck keeps your customers satisfied.

There is a limit to the amount of work horses can do. That limit changes with the seasons, with the weather, and with the conditions of the streets and roads. Horse deliveries and horse hauling mean disappointed customers at times, or customers satisfied at ruinous expense.

An International Motor Truck Has No Such Limit

Its service is not affected by seasons or weather and very little by street and road conditions. You can make a schedule and keep it throughout the year when you use an **International motor truck**. What is that worth to you? Write us and we will tell you.

Four Models

H, 1,500 lbs. capacity K, 3,000 lbs. capacity
F, 2,000 lbs. capacity G, 4,000 lbs. capacity

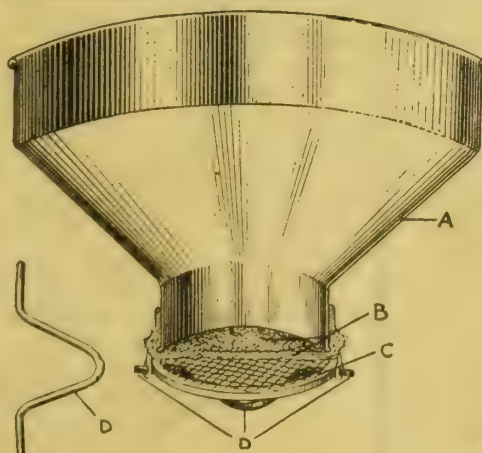
Special bodies for any business.

International Motor Trucks Are Sold By

INTERNATIONAL HARVESTER CO. OF AMERICA

43 Somerville Ave., Somerville Station, Boston, Mass.

Phone Somerville 1230



"A" Strainer Funnel.

"B" Sterilized cotton through which milk MUST go.

"C" Coarse wire screen ring for clamping cotton pad to bottom of funnel.

"D" Wire Clamp.

THAT'S ALL.

DR. CLARK PURITY MILK STRAINER WILL NEVER WEAR OUT

Not complicated. Just a mighty good strainer that removes every bit of sediment from milk. No cloths used. No fine wire gauze to wear out. Your wife does not have to spend most of the day washing cloths and cleaning the strainer.

The only strainer made which Will Remove Fine Black Muck and Fine Dirt from Stable Floors, from Milk. Will Absolutely Remove Every Last Bit of Sediment, No Matter How Fine It May Be.

In daily use at the Conn. State Agricultural College. Approved by the U. S. Government. Endorsed by the Conn. State Dairy and Food Commission, Agricultural Colleges, Dairy and Food Commissioners, and the Smallest as well as the Largest Dairymen in the country.

We Guarantee Our Dr. Clark Purity Milk Strainer to Remove Every Last Bit of Sediment from Milk, and to Remove Sediment which No Other Strainer will.

Made in two sizes, 10-quart size, price \$2.75, is ample for ordinary herds with not more than two persons milking. 18-quart size, price \$3.75, is ample for large herds with several persons milking, or using a milking machine.

Our cotton pads are sterilized, made from special stock for straining milk. One pad sufficient for one milking for an ordinary herd. Packed 300 per carton, price \$2.00. Cost but little more than ONE CENT per day for absolutely clean milk.

C. F. KLINGER, Groton, Conn. H. C. SOULE, Canton, Maine.
General Agent for New England States. Agent for Maine and N. H.

AGENTS WANTED



CERTAINTIES

One of the things which remain certain in the midst of present uncertainties is the fact that dairy products will always be in demand, and what is better still the future promises a great increase in past-war demands.

But the demand for dairy products, however great, will never pay the highest market price for milk of inferior quality, milk that has come in contact with unsanitary conditions.

Such unprofitable conditions can be guarded against, and all unsanitary conditions or objectionable matter be removed from the surface of your utensils, your milk containers, and your separators by using the proper cleaning material.

Right here is where



can come to your assistance.

Its use will always make your utensils, your milk containers, and your entire dairy equipment so clean, so sweet, and so sanitary that to know how much your milk quality is worth to you is to appreciate only one of the many advantages of using this cleaner.

Indian in circle



In every package.

Order from your supply house.

It Cleans Clean

THE J. B. FORD CO.,

Wyandotte, Mich.

Sole Mnfrs.

ready to back up this office in its work of straightening out Worcester Market tangles. Have every one at a moment's word ready to act with the Association trusting it to ultimately solve your milk market problems in a manner satisfactory to everyone. During the next two weeks talk milk as you never talked before. Talk Worcester Market as you never talked it before. Talk organization as you never talked it before. Tell your dealers you shall not only expect, but shall insist on a square deal.

DAIRY RATION.

We have had several requests for information with respect to feeds and feeding. We print herewith a circular letter, sent from the New Hampshire College by Mr. Brown in charge of Dairy Extension Work, dated Dec. 16, 1918. We invite criticism or suggestions along these lines.

From reports of county agents and testers of Cow Testing Associations now operating in every important dairy section of New Hampshire the following retail grain prices are quoted. Not all the grains quoted below will be available in each section, but among the various rations suggested there ought to be one to cover the needs of every dairyman. If your problem is not covered by these recommendations, please send a list of the grains available and prices of same in your section and the writer will be glad to consider your individual case.

Average retail prices quoted December 1st, 1918.

	Per ton	Total Dig. Nutrients in one ton	Cost 100 lbs. Total Dig. Nutrients
Ready mixed rations	\$70.00	?	?
Bran	48.00	1218	\$3.94
Gluten Feed	62.50	1614	3.84
Cot. seed meal	66.00	1564	4.21
Oil meal	65.00	1558	4.17
Ground oats	58.50	1408	4.15
Corn Meal	65.00	1676	3.88
Wheat mixed feed	50.00	1340	3.73
Hominy feed	62.00	1692	3.66
Ground Barley	64.00	1588	4.03
Dried Beet Pulp	54.00	1432	3.77
Home grown grains			
Corn and cob meal		1562	
Ground oats.			
Ground barley.			

For dairymen with low protein roughages such as corn silage, corn clover, corn fodder, timothy hay, millet, oat straw and swale hay.

100 Hominy, corn meal or ground barley.

100 Bran or ground oats.

100 Gluten feed.

150 Cotton seed or oil meal.

Approximate weight of 1 qt. of mixture 1.1 lbs. Digestible Protein 19.3%. Cost per cwt., \$3.04.

200 Corn and cob meal, hominy feed, corn meal, dried beet pulp.

100 Bran, mixed feed or ground oats.

100 Oil meal.

150 Cotton seed

100 Gluten feed

Approximate weight of 1 qt. of mixture 1.1 lbs. Digestible protein 19%. Cost per cwt. \$3.06

For dairymen with high and low protein roughages, as silage, and clover silage and oats and peas, soy bean hay, clover or mixed hay.

- the earliest perfected modern milking machine.
- the only milker that provides any squeeze or massage for the relief of the cow's teats.
- the world's fastest milker; proved by test.
- the milker that a 12-year-old boy can operate efficiently.

SHARPLES MILKER

Maintain your milk production with a Sharples Milker. Write today to nearest office for catalog, addressing Dept. 57.

THE SHARPLES SEPARATOR CO.

West Chester, Pa.

Sharples Suction-feed Separators—Skim Clean At Any Speed

BRANCHES: CHICAGO SAN FRANCISCO TORONTO

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BETTER BEDDING AND EASIER TO HANDLE

NOT ONLY BETTER --- more sanitary, easier to handle and store---but it costs less and goes farther. Being a wonderful absorbent it makes it easy to keep a sweet, clean barn, and its absorbing qualities also make it an unusually valuable fertilizer. Write for *right* prices and buy now.

Deliveries will be uncertain this winter.

Write

Baker Box Co., Worcester, Mass.

BAKER'S DAIRYMAN'S SAWDUST

FEED XTRAVIM MOLASSES

TO COWS—It Means
MORE MILK

TO HORSES—It Means
MORE MILES

TO HOGS—It Means
MORE PORK

TO ALL—It Insures
BETTER HEALTH

To YOU—It Guarantees
More PROFITS

BY THE BARREL

Boston Molasses Co.

173 Milk St. Boston

STORY'S FARM RECORD

The Time Saver in Farm
Accounting

Not an account book but a mechanical device which does not require any knowledge of book-keeping by the operator to keep detailed accounts of any kind of farming.

Takes the Drudgery Out of Farm Accounting. Send for illustrated circular "Farm Accounting Simplified."

L. L. STORY,
Box 500 East Fairfield, Vt.



Five Cows
Yielded 11.58 lbs

Butterfat in 24 hours and 25.65 lbs. of solids, not fat.

These were the Holstein-Friesians that won the Sweepstakes Prize of the Ohio Agricultural Society. The nearest competitor made 10.05 lbs. fat and 14.34 lbs. solids not fat.

The Holsteins always lead in production.

HOLSTEIN CATTLE

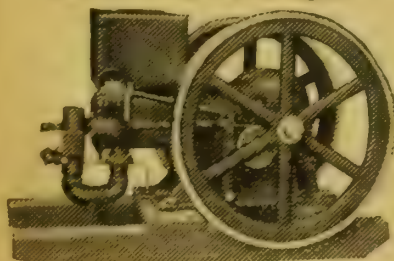
Send for our booklets—they contain much valuable information.

HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA, Box 300 Brattleboro, Vt.

"The Engine With the Trouble Left Out"

Enclosed crank case—Cylinder and head cast in one piece
Fuel tank cast in base—Burns kerosene or gasoline.

The Latest Thing in Farm Engines



BROWNWALL Kerosene Engine

Especially adapted for all farm power use, wood-sawing.

"The engine is a dandy."

Wm. A. Jones, Barnstable, Mass.

Immediate Shipment
can be made right from our N. E. warehouse of this practical farm engine.

Be sure and write us for particulars and cost. State horse-power you probably will need.

Charles J. Jager Company

15 CUSTOM HOUSE ST., BOSTON, MASS.
33 CANAL ST., PROVIDENCE, RHODE ISLAND
13 EXCHANGE ST., PORTLAND, MAINE

200 Corn and cob meal, hominy feed, corn meal, dried beet pulp.
100 Bran, ground oats or mixed feed.
100 Cotton seed.
100 Oil meal.

Approximate weight of 1 qt. of mixture 1.1 lbs. Digestible protein 17.5%.
Cost per cwt., \$2.93.

100 Bran or ground oats.

100 Hominy, corn meal or ground barley, dried beet pulp.

100 Gluten feed.

100 Oil meal.

Approximate weight of 1 qt. of mixture, 1 lb. Digestible protein 17.5%.
Cost per cwt., \$2.97.

For dairymen with high protein roughages such as clover, rowen, alfalfa, soy bean or oat and pea hay.

200 Corn meal, hominy, corn and cob meal, ground barley or dried beet pulp.

100 Gluten feed.

100 Cotton seed or oil meal.

150 Bran, ground oats.

Approximate weight of 1 qt. of mixture 1.2 lbs. Digestible protein 15.4%. Cost per swa., \$3.04.

50 Bran, wheat middlings, ground oats.

100 Oil meal.

100 Ground oats.

50 Corn meal, corn and cob meal, ground barley.

Approximate weight of 1 qt. of mixture .92 lb. Digestible protein 16.5%. Cost per cwt., \$3.00.

MILK DEALERS WORKING UNDER THE SURPLUS PLAN.

H. P. Hood & Sons, 494 Rutherford Ave., Charlestown.

D. Whiting & Sons, 570 Rutherford Ave., Charlestown.

Alden Bros., 1170 Tremont St., Roxbury.

Turner Centre Dairying Ass'n., 56 Roland St., Charlestown.

F. S. Cummings, 534 Boston Ave., Somerville, Mass.

Westwood Farms Milk Co., 11 Ballard St., Jamaica Plain.

W. F. Noble & Sons, 16 Sewall St., Somerville.

Providence Dairy Co., Providence, R. I.

J. M. Tager & Son, Mystic Ave., Somerville.

Grafton County Dairy Co., Southboro, Mass.

Plymouth Creamery, 268 State St.

Acton Farms Milk Co., Boynton Yard, Somerville.

Frank E. Boyd, 16 Oakes St., Everett.

Seven Oaks Dairy Co., Webster St., Somerville.

C. Brigham Co., Cambridge, Mass.

Elm Farm Milk Co., Dorchester, Mass.

MONEY FOR FARMERS

LOANS FROM 5 TO 35 YEARS AT 5½%

No Commissions—No Renewals—No Worry

We loan money to actual or prospective farm owners on 35-year mortgages at 5½% interest. You may use the money

To buy or improve farm lands and erect buildings,

To buy live stock, fertilizers, and equipment,

To pay off existing mortgages and debts.

The mortgage may be entirely canceled in 35 years by paying 6½% annually—5½% for interest and 1% on the principal. Or you may pay off all or any part of the principal at any time after 5 years. We loan as little as \$100 or as much as \$10,000, according to your needs and security.

Write for full particulars today—if you live in any of the States listed below. Our territory comprises:

Maine

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THE FEDERAL LAND BANK

150 State Street, Springfield, Mass.

WHEN WRITING BE SURE TO GIVE THE LOCATION OF YOUR FARM



**Hershey's
Chocolate**

~ and **UNION
GRAINS**

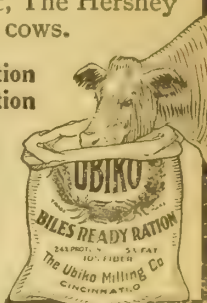
UNION GRAINS contributes to the high quality of Hershey's Milk Chocolate Products. Because it yields the greatest quantity of rich milk at lowest cost, The Hershey Chocolate Company feeds it exclusively to 1,500 cows.

UNION GRAINS The Balanced Ration for Milk Production

It has the strength, flavor, variety, bulk—everything a cow needs to produce milk and keep in prime condition. Made only of concentrates. Eight quarts weigh about six pounds. It is palatable and highly digestible. It contains not too much or too little, but just enough protein and carbohydrates.

Write for free record sheet we have prepared for dairymen's use.

The Ubiko Milling Co., Main Office, Dept. D. Cinn., Ohio
New England Sales Office, 73 Tremont St., Boston, Mass.



Dear Folks,
I want to tell you
how much better I
feel since taking
Kow-Kure—I give
many times more milk
and I feel as fit as
a fiddle. —Bossy.

A Letter from Bossy

If a cow could speak she would talk about her health as people do—because cows suffer from ailments, little and big, same as human beings.

The most common cow ailments, such as Abortion, Retained Afterbirth, Lost Appetite, Bunches, Scours, etc., result from a diseased condition of the digestive or genital organs. Any of these diseases and many others can be successfully treated or prevented by using Kow-Kure, the great cow medicine.

Feed dealers and druggists sell it—60c. and \$1.20 packages. Free book, "The Home Cow Doctor," sent on request.

Dairy Association Co.
LYNDONVILLE, VT.



LOWELL Animal
Fertilizers



RAISE BIGGER CROPS

You can raise bigger crops with Lowell Animal Fertilizers made of BONE, BLOOD and MEAT, plus good chemicals. They put fertility in the soil and make good crops certain with less labor. High prices make Animal Fertilizers more profitable than before the war. Write for farm booklets and name of dealer near you. We can supply Fertilizers guaranteed to contain 4% Water-Soluble POTASH.

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For further information, write Room 10, 40 N. Market Street
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654375 HOLSTEINS RECORDED.

Volume 38 of the Holstein-Friesian Herd-Book is off the press and ready for delivery. It contains a record of all purebred Holstein Friesian cattle approved and admitted for entry since the close of Volume 37. The registrations include bulls numbering from 216626 to 230705, and cows from 391506 to 423670—a total of 14080. males and 32165 females recorded between September 1, 1917, and February 26, 1918. The grand total registrations of Holstein-Friesian cattle recorded in the Herd-Books to date reach 654375, with Volume 39 in course of preparation.

Volume 38 contains a complete record of animals registered, their age, sire and dam, also their breeders and owners. The price charged for the Herd-Book—\$2.75 delivered—is much below the actual cost of compilation, and every owner of purebred Holstein cattle should avail himself of the opportunity to obtain a copy by ordering one immediately from the office of the Holstein-Friesian Association of America, Brattleboro, Vermont.

Facts coming from France and our ship yards show that the milk fed soldier and worker are most efficient.

FREE. BIG COW BOOK.
Address Dr. A. C. Daniels, Boston, Mass.



BUY DR. DANIELS' COW INVIGORATOR FROM YOUR DEALER.

This Cow Medicine is all Medicine. No Bran, Clay or other filling.

IT IS a Medicine that shows RESULTS.

Money Back Kind—if you are not satisfied, your dealer will refund or you can write to Dr. Daniels.

It means better health.

More Strength.

More and better Milk and stronger calf.

If your dealer does not have it send 50c for a sample package to

Dr. A. C. Daniels, Inc.
172 Milk St., Boston, Mass.

LADY POOR'S PURE PILE OINTMENT
MAKES HEATH CATCHING

At your druggist or direct from us for 25 cents a box.
THE JAMES W. PORTER CO.
Manufacturers and Proprietors
BATH, N. H.



Successful Farmers

like Unicorn Dairy Ration because it brings out all the milk the cow can make. Just the feed to use with your home grown grain or alone.

During the cold, harsh, trying winter months every cow needs the best nourishing feed. She must maintain her bodily vigor as well as her bountiful flow of milk.

Every Unicorn feeder is a permanent Unicorn buyer.

Unicorn Dairy Ration is manufactured by
CHAPIN & CO., Dept. X, 131 State St., BOSTON, MASS.

Buy Your
Feed Early

Wise Bees Save Honey Wise Folks Save Money



LAST DIVIDEND AT RATE OF
4 1/2 %

DEPOSITS GO ON INTEREST QUARTERLY

The Dairyman With One Cow

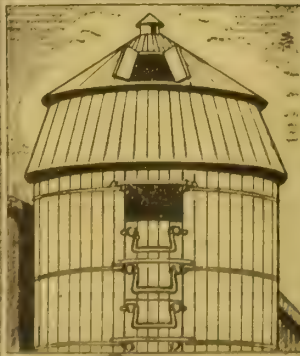
who by prudence and good management, saves REGULARLY a part of his earnings, is better off than the owner of a hundred cows who spends ALL he makes. Open a Savings Account now.

WRITE FOR "BANKING BY MAIL"
HOME SAVINGS BANK
Incorporated 1889
75 Tremont St., Boston.

HORSE BOOK FREE

If your horse is gone in the house, bogged, lame, hard, brittle hoofs, corns, quarter cracks, or thrown by all means use MORRISON'S OLD ENGLISH LINIMENT. It is a wonderful remedy for sprains, bruises, cuts, open sores and all horses' foot diseases. Pint bottle sent prepaid to any address, \$1.00; 8-oz. size, \$.50. If not satisfactory, money returned. Horse Book sent FREE on request.

The JAMES W. PORTER CO., Mfrs.,
Bath, New Hampshire



"8 Reasons Why I Chose the Unadilla"

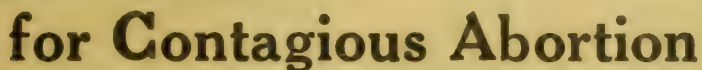
I chose the Unadilla Silo and have now bought another because it made good in principle and fact. BECAUSE:—

- 1—It has a unique, simple, real ladder formed by door fasteners—a practical convenience that saves dollars.
- 2—The door opening is continuous and unobstructed.
- 3—Light, non-warpable doors fasten at any point and open at ensilage level to save back-breaking pitching labor.
- 4—Adjustable door-frame insures permanent air-tightness.
- 5—Hoops can be taken up 12 inches at door-frame lugs where the Unadilla ladder is always safe and handy.
- 6—Cypress roof, Conical or Gambrel, fitted with folding doors and metal ventilator.
- 7—Steel Cable Anchors hold silo immovable.
- 8—It is so simple and easy to erect that it requires no special hired help to put up.

Learn more about this great silo. Get catalog, prices and special early order discount offer. Agents wanted for open territory.

Unadilla Silo Company
Box X
Unadilla, N. Y. or Des Moines, Iowa





B-K · B-K · B-K · B-K · B-K · B-K · B-K · B-K · B-K · B-K · B-K · B-K · B-K

Address.....



Ask your dealer about it.

CONTOOCOOK

HONEST UNDERWEAR



Nothing Is More Important



DO YOU think of *Digestibility* as being just a big, vague word which has little or nothing to do with anything in particular in your line of business?

Or do you think of *Digestibility* as being something which really has some definite connection with the amount of money to be made from the dairy?

There isn't a thing about the dairy business any more important than *Digestibility*.

BUFFALO CORN GLUTEN FEED

When you pay a good price for coal to burn in the heater and get a lot of clinkers, you don't think you have gotten your money's worth, do you?

You are up against the same thing in feed. Feed that runs 'way down in *Digestibility* is just as poor a buy as clinkery coal.

Feed has to break down and get through the cow's digestive tract in order to make milk. Unless a big share gets through, you lose.

1,614 of the 2,000 pounds in a ton of Buffalo Corn Gluten Feed are milk-bucket possibilities. Look over the list and see what runs higher in *Digestibility*.

Corn Products Refining Co. NEW YORK
CHICAGO

LARROWE FEEDS ARE GUARANTEED

Dairymen who have used LARROWE FEEDS need no other evidence of their superiority. The fact that LARROWE FEEDS are guaranteed assures dairymen that in these feeds they secure the very best results obtainable.

For years LARROWE FEEDS have been recognized among leading dairymen as

The Standard of Excellence

Avoid disappointment and the uncertainty of feeding a ration that is not backed by the guarantee of the manufacturer. Insist that your dealer supply you with LARROWE FEEDS—and you will solve your feeding problems. You take absolutely no risk—your dealer is authorized to refund your money if any of the LARROWE FEEDS fail to give you the results that we claim for them.

The Larrowe Milling Company

3902 Larrowe Bldg.

Detroit, Michigan

For Sale
at Leading
Feed Stores

REMEMBER

THE

Annual Meetings

OF THE

N E M P A

• LOCAL
COUNTY
CENTRAL



CANE MOLA

Not a prepared stock feed, but a selected, pure sugar-cane molasses. Very reasonable cost. Superior to corn. Endorsed by Government Experiment Stations. Successful dairymen and farmers are continually re-ordering in ever-increasing quantities. They realize how good and economical Cane Mola is.

Use Cane Mola with old hay, straw, shredded corn stover, fodder, etc. Also with grains in the feed box. Dry untempting feeds become palatable and digestible, because of the sugar and natural salts. Your animals will be in prime condition always. Roughage is eaten up to the last atom. No waste. Cane Mola is the best conditioner you could possibly have.

Feeding Costs Reduced to a Minimum

You save the cost of expensive prepared feeds, thus practicing real conservation. You will experience a rapid, healthier growth of stock. Cows yield 15% to 25% more milk.

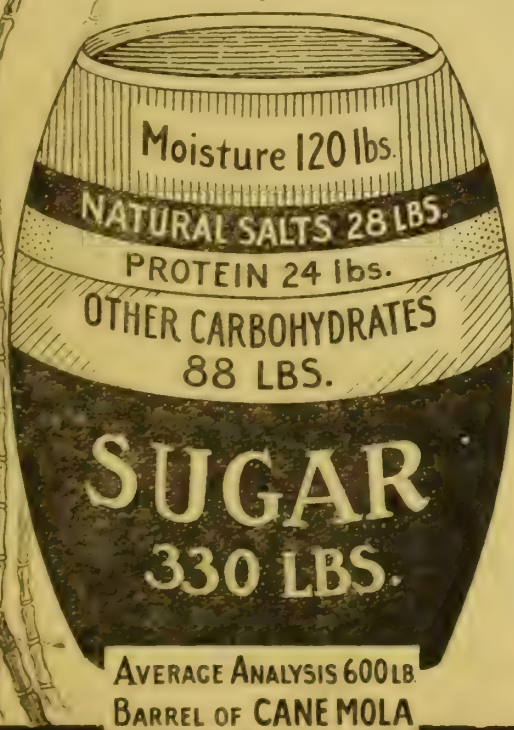
Cane Mola is sold in 600 lb. barrels, or smaller sizes if desired. Tell us what roughage you have available. We will send you our booklet and expert advice on economical feeding. Write us today.

Pure Cane Molasses Corporation

89-NE Beaver Street

New York City

Distributors conveniently located throughout the United States.





TO get the maximum milk production and best health conditions over long milking periods, at any season of the year, you should feed a ration of exceptional **PALATABILITY** and one containing the **WIDEST VARIETY** of grain products which are high in quality of both protein and carbohydrate content.

Here are two feeds that exhaustive practical tests have proved to be the winning combination, and which require the least time and labor to feed.

In **SCHUMACHER FEED** and **BIG "Q" DAIRY RATION** you have a combination of milk producing materials which are most ideal. They furnish the five essentials of a successful dairy ration—**PALATABILITY**—**DIGESTABILITY**—**VARIETY**—**NUTRITION** and **BULK**, so scientifically balanced that your cows will relish them day after day, year in and year out, and maintain their maximum flow and keep in vigorous, healthy condition.

SCHUMACHER FEED AND BIG "Q" DAIRY RATION

SCHUMACHER FEED has been the "stand-by" and standard of dairy feeds for years. It has to its credit more World's Champion Long Distance Milk and Butter records (as the carbohydrate portion of the ration) than all other feeds combined. Of 27 World's Champion Records to its credit, 20 were on **YEARLY** production—and long distance production means increased profits for you.

Fed in conjunction with **BIG "Q" DAIRY RATION**—our new high protein feed—you have a mixture which can be made suitable for any cow, in any lactation condition. The secret of the exceptional merit of **SCHUMACHER** is in the fact that it supplies the energy, stamina, "back-bone" vigor, "stand-up-ability" so vitally necessary for long milking periods.

BIG "Q" DAIRY RATION is a protein feed that has more than made good the dairymen's highest expectations—it is a **DIFFERENT** protein mixture—different because its protein content is not simply so much protein, but a selection of the **RIGHT KIND, QUALITY** and **VARIETY** of protein materials now recognized of **VASTLY** more importance than quantity.

Try Feeding the Following Suggested Rations and Let Your Own Cows Render the Verdict:

General Ration with Ensilage or Roots.....	{ One part Schumacher Feed One part Big "Q" Dairy Ration
To Fresh Cows with Green Feed.....	{ Two parts Schumacher Feed One part Big "Q" Dairy Ration
To Dry Cows.....	{ Four parts Schumacher Feed One part Big "Q" Dairy Ration
Test Ration.....	{ One Part Schumacher Feed Two parts Big "Q" Dairy Ration

(Increase Big "Q" Ration if cow can handle more protein without bad effects)

Now is the time to force your milk production. Every extra pound of milk you produce by liberal feeding up to the capacity of the cow is two-thirds profit. That's why it pays big to feed these two ideal feeds.

The Quaker Oats Company Address Chicago, U.S.A.



THE NEW ENGLAND
DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association



Volume 2. Number 10.

BOSTON, MASS., JANUARY, 1919

50 Cents Per Year

ANNUAL MEETINGS

N E M P A

AMERICAN HOUSE, BOSTON

FEBRUARY 27th and 28th, 1919

All sessions open to members of the Association.

Any member may introduce business or speak on any question.

Only properly accredited delegates,—County Presidents or delegates appointed to represent them, can vote.

Banquet Thursday evening, February 27th with able speakers to discuss important questions, Ladies invited.

Reports of old officers, election of new officers and adoption of future policies.

Most important dairy meeting ever held in New England.

It is the duty of every member who can, to attend every session.

Bring your wife and your neighbors.

AMERICAN HOUSE, BOSTON

February 27 and 28

SCHEDULE OF PRICES In Effect During January

At R. R. Station Outside Massachusetts					
Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans
3	41-60	.729	\$1.852	\$3.513	\$4.084
4	61-80	.717	1.838	3.480	4.046
5	81-100	.711	1.819	3.452	4.013
6	101-120	.704	1.805	3.424	3.981
7	121-140	.697	1.790	3.396	3.948
8	141-160	.691	1.776	3.368	3.916
9	161-180	.684	1.762	3.345	3.889
10	181-200	.677	1.748	3.322	3.862
11	201-220	.670	1.733	3.300	3.835
12	221-240	.664	1.719	3.276	3.809
13	241-260	.657	1.710	3.258	3.788
14	261-280	.650	1.696	3.235	3.761
15	281-300	.649	1.686	3.212	3.734

At R. R. Station Outside Massachusetts					
Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans
1	1-20	.867	\$2.167	\$4.075	\$4.737
2	21-40	.814	2.040	3.845	4.470
3	41-60	.744	1.862	3.513	4.084
4	61-80	.737	1.848	3.480	4.046
5	81-100	.731	1.834	3.452	4.013
6	101-120	.724	1.815	3.424	3.981
7	121-140	.722	1.800	3.396	3.948
8	141-160	.716	1.791	3.368	3.916
9	161-180	.709	1.777	3.345	3.889
10	181-200	.707	1.763	3.322	3.862

Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

SCHEDULE OF PRICES In Effect During February

At R. R. Stations Outside Massachusetts.					
Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans
3	41-60	\$.718	\$1.836	\$3.463	\$4.026
4	61-80	.707	1.822	3.439	3.988
5	81-100	.700	1.802	3.402	3.955
6	101-120	.693	1.788	3.374	3.923
7	121-140	.687	1.774	3.346	3.890
8	141-160	.680	1.760	3.318	3.857
9	161-180	.673	1.745	3.295	3.831
10	181-200	.667	1.731	3.272	3.804
11	201-220	.660	1.717	3.249	3.777
12	221-240	.653	1.703	3.226	3.750
13	241-260	.646	1.693	3.208	3.730
14	261-280	.640	1.679	3.185	3.703
15	281-300	.638	1.670	3.162	3.676

At R. R. Stations Inside Massachusetts.					
Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	40 Qt. Cans
1	1-20	\$.856	\$2.150	\$4.025	\$4.679
2	21-40	.804	2.024	3.795	4.412
3	41-60	.733	1.846	3.463	4.026
4	61-80	.727	1.832	3.430	3.988
5	81-100	.720	1.817	3.402	3.955
6	101-120	.713	1.798	3.374	3.923
7	121-140	.712	1.784	3.346	3.890
8	141-160	.705	1.775	3.318	3.857
9	161-180	.698	1.760	3.295	3.831
10	181-200	.697	1.746	3.272	3.804

Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

COUNTY MEETINGS

MAINE.
ANDROSCOGGIN COUNTY.
 Chamber of Commerce,
 Auburn, Maine.
 Feb. 1st, 1919, at 10.00 a. m.
CUMBERLAND COUNTY.
 City Hall, Portland, Me.
 Feb. 7th, 1919, at 2.00 p. m.
FRANKLIN COUNTY.
 Drummond Hall, Farmington, Me.
 Feb. 1st, 1919, at 1.00 p. m.
KENNEBEC COUNTY.
 City Hall, Waterville, Me.
 Feb. 10th, 1919, at 1.00 p. m.
KNOX COUNTY.
 Warren, Me.
 Feb. 5th, 1919, at 1.00 p. m.
LINCOLN COUNTY.
 The Court House, Wiscasset.
 Feb. 4th, 1919, at 10.30 a. m.
OXFORD COUNTY.
 Grange Hall, So. Paris, Me.
 Feb. 12th, 1919, at 10.00 a. m.
PENOBSCOT COUNTY.
 City Hall, Bangor.
 Feb. 1, 1919.
PISCATAQUIS.
 Grange Hall, Foxcroft, Me.
 Feb. 6, 1919, at 10.00 a. m.
SAGadahoc COUNTY.
 Court House, Richmond, Me.
 Feb. 1st, 1919, at 10.30 a. m.
SOMERSET COUNTY.
 Lancy House, Pittsfield, Me.
 Feb. 4th, 1919, at 11.00 a. m.
WALDO COUNTY.
 Court House, Belfast, Me.
 Feb. 12th, 1919, at 10.30 a. m.
YORK COUNTY.
 Sanford, Me.
 Jan. 6th, 1919 at 2.30 p. m.
New Hampshire.
BELENAP COUNTY
 County Agent's Office,
 Laconia, N. H.
 Feb. 15, 1919, at 2.00 p. m.

CHESHIRE COUNTY.

Farm Bureau Rooms, Court
 House, Keene, N. H.
 Feb. 8, 1919, at 2.00 p. m.
COOS COUNTY.
 Farm Bureau Office,
 Lancaster, N. H.
 Feb. 3rd, 1919, at 10.00 a. m.
GRAFTON COUNTY (Lower)
 Lebanon, N. H.
 Feb. 8, 1919, at 2.00 p. m.
GRAFTON COUNTY (Upper)
 County Agent's Office,
 Woodsville, N. H.
 Feb. 6, 1919, at 10.00 a. m.
HILLSBORO COUNTY.
 Farm Bureau Office, Court House,
 Manchester, N. H.
 Feb. 4, 1919, at 10.30 a. m.
MERRIMACK COUNTY.
 State House, Felker's Office,
 Concord, N. H.
 Feb. 11, 1919, at 10.00 a. m.
ROCKINGHAM COUNTY.
 Smith Hall, Exeter, N. H.
 Feb. 1, 1919, at 10.30 a. m.
STRAFFORD COUNTY.
 Rochester, N. H.
 Feb. 3, 1919, at 11.00 a. m.
SULLIVAN COUNTY.
 Farm Bureau Office,
 Claremont, N. H.
 Feb. 8th, 1919, at 2.00 p. m.
Vermont.
ADDISON COUNTY.
 Grange Hall, Middlebury, Vt.
 Feb. 14, 1919, at 1.00 p. m.
BENNINGTON COUNTY.
 Manchester Depot, Vt.
 Feb. 8, 1919, at 10.00 a. m.
CALEDONIA COUNTY.
 Town Hall, Lyndonville, Vt.
 Feb. 12, 1919, at 1.00 p. m.
CHITTENDEN COUNTY.
 Clark Memorial Hall, Milton, Vt.
 Feb. 15th, 1919, at 1.30 p. m.
FRANKLIN COUNTY.
 Quincy House, Enosburg Falls, Vt.
 Feb. 5, 1919, at 10.00 a. m.

LAMOLLE COUNTY.

Farm Bureau Office,
 Morrisville, Vt.
 Feb. 4, 1919, at 10.00 a. m.
WHITE RIVER (Orange-Windsor?)
 Grange Hall, Randolph, Vt.
 Feb. 6, 1919 at 1.00 p. m.
ORLEANS COUNTY.
 School Hall, Newport, Vt.
 Feb. 4th, 1919, at 1.30 p. m.
RUTLAND COUNTY.
 G. A. R. Hall, Rutland, Vt.
 Feb. 4, 1919, at 1.30 p. m.
WASHINGTON COUNTY.
 Farm Bureau Office,
 Montpelier, Vt.
 Feb. 8, 1919, at 11.30 a. m.
WINDHAM COUNTY.
 Board of Trade Rooms,
 Brattleboro, Vt.
 Feb. 12, 1919, at 10.00 a. m.
WINDSOR COUNTY (Lower)
 Office Plumely & Sargent, Ludlow, Vt.
 Feb. 5, 1919, at 2.00 p. m.
MASSACHUSETTS.
BRISTOL COUNTY.
 Segreganset, Mass.
 February 8, 1919.
ESSEX COUNTY
 Essex Co. Agricultural School,
 Danvers, Mass.
 Feb. 5th, 1919, at 2.00 p. m.
FRANKLIN COUNTY.
 Farm Bureau Office, Greenfield.
 Feb. 18, 1919, at 9.00 a. m.
HAMPDEN COUNTY.
 Hampden Co. Improvement League
 Rooms, Springfield, Mass.
 Feb 1, 1919, 1.30 p. m.
MIDDLESEX COUNTY.
 Board of Trade Rooms,
 Lowell, Mass.
 Feb. 8, 1919, at 10.00 a. m.
WORCESTER COUNTY.
 Horticultural Hall, Worcester.
 Feb. 5, 1919, at 11.00 a. m.
CONNECTICUT.
WINDHAM COUNTY.
 Town Hall, Norwich, Conn.
 Feb. 5, 1919, at 1.00 p. b.

TOLLAND COUNTY.

Farm Bureau Office,
 Rockville, Conn.
 Feb. 8, 1919, at 11.00 a. m.
WINDHAM COUNTY.
 County Agents Rooms,
 Putnam, Conn.
 Feb. 4, 1919, at 11.00 a. m.
NEW YORK.
EASTERN NEW YORK.
 Hewitt House, Stillwater, N. Y.
 Feb. 1st, 1919, at 1.30 p. m.

ICE.

The following self-explanatory correspondence, we pass along to producers for their information. It is the policy of the NEMPA, to demand a "better price for better milk."

We encourage and support the public authorities in any reasonable effort to insure pure milk, suitable for domestic consumption. Proper cooling is essential on the farms. It cannot be done, except in rare cases, without ice. The loss last summer by reason of improper cooling or no cooling at all on the farms would have paid for many times the ice needed to have saved the milk. We urge every producer to at once provide suitable ice for cooling his next summer's milk. We do not know whether the amount suggested by Dr. Jordan is correct, but urge every farmer to provide enough, be it more or less, so that milk may be properly cooled at the farm and the loss of former years be overcome in 1919.

Aside from the right of the consumer to good milk, it is money in the producer's pocket to have enough ice and to use it.

Health Department.—City of Boston.
BUREAU OF MILK INSPECTION.
 January 13, 1919.

Mr. Richard Pattee, Secretary.
 (Continued on page 6.)

SCHEDULE OF PRICES In Effect During March

At R. R. Stations Outside of Massachusetts.

Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	Cwt. in 40 Qt. Cans
3	41-60	\$.708	\$1.799	\$3.413	\$3.968
4	61-80	.696	1.785	3.380	3.929
5	81-100	.689	1.766	3.352	3.897
6	101-120	.683	1.752	3.324	3.864
7	121-140	.676	1.737	3.296	3.832
8	141-160	.669	1.723	3.268	3.799
9	161-180	.663	1.709	3.245	3.773
10	181-200	.656	1.695	3.222	3.746
11	201-220	.649	1.680	3.199	3.719
12	221-240	.643	1.666	3.176	3.692
13	241-260	.636	1.657	3.158	3.671
14	261-280	.629	1.643	3.135	3.645
15	281-300	.627	1.633	3.112	3.618

At Railroad Stations Inside of Massachusetts.

Zone	Miles	8½ Qts.	21¼ Qts.	40 Qts.	Cwt. in 40 Qt. Cans
1	1-20	\$.846	\$2.114	\$3.975	\$4.621
2	21-40	.793	1.987	3.745	4.354
3	41-60	.723	1.809	3.413	3.968
4	61-80	.716	1.795	3.380	3.929
5	81-100	.709	1.781	3.352	3.897
6	101-120	.703	1.761	3.324	3.864
7	121-140	.701	1.747	3.296	3.832
8	141-160	.694	1.738	3.268	3.799
9	161-180	.688	1.724	3.245	3.773
10	181-200	.686	1.710	3.222	3.746

Where milk is bought by weight and test, the dealer will pay 4c per Cwt. for each 0.1 of 1% above 3.5% and deduct 4c per Cwt. for every 0.1 of 1% below 3.5%.

Where farmers furnish cans between the farm and R. R. or milk station a premium of 2.3c per cwt. is paid.

Wherever dealer maintains country milk stations or agents for the inspection or receipt of milk, title to such milk will pass at the shipping point.

These prices do not include the War Tax on freight. They are subject to that discount.

DO YOU WANT HELP?

A surprisingly large number of young men who are being discharged from the service are desirous of going to work on farms. Many of these young men have already had considerable farm experience, others have not.

We have heard a great deal about the demand for farm labor in New England and are trying to do everything possible to bring the farmer who wishes labor and the young man who wishes a position, together. We would be much pleased if you would give publicity to this matter and also print a copy of the enclosed blank which we are hoping the farmers throughout New England who wish help will fill out, so that we may have definite information at hand when these young men present themselves for work.

Any assistance which you can give us or any information which you may already have on hand which we could use will be greatly appreciated.

A. W. GILBERT

Secretary Committee on Agriculture.
Boston Chamber of Commerce.

The blank spoken of in the letter contains the following questions to be answered by farmers seeking help:

Kind of farm help desired (state carefully)—temporary, permanent, milker, not milker, teamster, not teamster.

Will you take a young man who has had very little previous farm experience?

What wages are you willing to pay?
(a) By the month with board? (b) Other.

Please furnish two references, one a farm bureau agent, if possible.

Give a brief description of your farm, with special reference to size, kind of farm, etc.

The young man will be asked to furnish references.

OF WHAT USE ARE MIDDLEMEN?

Alexander E. Cance, Massachusetts
Agricultural College.

Among the many proposed remedies for reducing the cost of living none recurs more persistently than the simple attractive panacea direct marketing. On the average, at least half of the price paid for unmanufactured foodstuffs goes to the distributors and in numerous instances seventy-five to eighty per cent of the consumer's dollar paid for perishables is absorbed by the line of middlemen reaching from the farm to the consumer's back door. I am speaking of foodstuffs, but clothing, furniture, hardware, drugs, tobacco, etc., are in substantially the same class. In general they are less perishable and some of them more easily handled but as a whole the charges of marketing are very high.

Much has been learned about marketing costs and middlemen charges during the past few years. Careful, authentic investigations have revealed a bewilderingly intricate system (or lack of system) of marketing farm products, astonishing wastes here and just as marvelous efficiency elsewhere, exorbitant charges, unreasonable demands by consumers, archaic methods, pitifully inadequate equipment and market terminals, armies of men whose only conspicuous marketing function is simply the taking of toll; yet somehow, often at a high cost, unimagined quantities of products are collected from the ends of the earth and passed on to the user, swiftly, regularly and in good order. All this is brought about with the least possible exertion on the part of both the producer and the final consumer. A specialized group of men takes charge of the market distribution of foodstuffs.

Transportation and Preparation.

The groceryman and the retail distributor serve the household directly. Whatever their marketing devices, devious ways and highhanded meth-

FINDINGS OF THE FEDERAL MILK COMMISSION FOR NEW ENGLAND IN THE MATTER OF MILK PRICES FOR PORTLAND, MAINE.

On authority of a warrant issued to the Federal Milk Commission for New England by the Federal Food Administration, a hearing was given to the milk producers and dealers of Portland, Maine, at the City Hall, Portland, December 20, 1918—the hearing having been duly advertised and written notices served on the dealers and producers of the vicinity.

After receiving sworn evidence of the cost of production of milk in the vicinity of Portland and after giving

due consideration to this evidence and to other evidence in the possession of the Commission, the Commission finds that for the month of January 1919 that 9 cents per quart or \$.765 per 8½ quart can, f. o. b. Portland for nearby fresh milk, is a fair price to producers for milk under the present prices for grain, labor and other costs. Nearby milk is considered to be that produced within a radius of ten miles from City Hall, Portland.

A fair price for milk produced outside of the above mentioned zone is the Boston f. o. b. price as fixed by the Commission less the freight, can and country charges for that Boston zone.

January prices at railroad station per can are as follows:

5th Boston zone	80-100 miles from Boston	\$.711	per 8½ quart can
6th " " 101-120 " " " "	" "	\$.704	" " " "
7th " " 121-140 " " " "	" "	\$.697	" " " "
8th " " 141-160 " " " "	" "	\$.691	" " " "

In the absence of adequate evidence from the Portland dealers as to the cost of distributing milk in that city, the Commission has used its best judgment founded on experience and evidence from other cities, and finds that a fair price for pasteurized milk delivered in quart bottles to family trade in the city of Portland, is 15½ cents per quart.

That a fair price for unpasteurized milk delivered in quart bottles to family trade in the city of Portland is 14½ cents per quart.

The following differentials shall be applied to the prices of milk as determined by the Commission for the Portland market, in the succeeding months, unless otherwise ordered by the Commission.

(1) From the producers f. o. b. Boston price, as fixed by the Commission, shall be subtracted the freight from Portland to Boston and can and country charges as they apply to the Boston market and to the remainder shall be added the sum of ½ cent per quart for all milk produced in the zone included within a radius of ten

miles from City Hall, Portland, Me., to make the f. o. b. Portland price to producers.

(2) For milk produced outside a ten miles radius of the City Hall, Portland, Me., the price shall be the Boston price in that zone, or in other words, the producer shall receive the f. o. b. Boston price less the deductions for freight, can and country charges from that Boston zone.

(3) Producers price for February and March.

Inasmuch as Portland is in the 6th Boston zone, the price which shall be paid for milk coming from within ten miles of the City Hall, Portland, Me., shall be for February \$.693 per 8½ quart can plus 4½ cents (½ cent per quart differential established for nearby milk) which equals \$.738 net per can f. o. b. Portland.

The price for March shall be \$.683 per 8½ quart can plus 4½ cents (½ cent per quart differential established for nearby milk) which equals \$.728 net per can f. o. b. Portland.

The prices below are for milk produced outside a ten mile radius of the City Hall, Portland, Me.

February prices at railroad station per can as follows:

5th Boston zone	81-100 miles from Boston	\$.700	per 8½ quart can
6th " " 101-120 " " " "	" "	\$.693	" " " "
7th " " 121-140 " " " "	" "	\$.687	" " " "
8th " " 141-160 " " " "	" "	\$.680	" " " "

March prices at railroad station per can as follows:

5th Boston zone	81-100 miles from Boston	\$.689	per 8½ quart can
6th " " 101-120 " " " "	" "	\$.683	" " " "
7th " " 121-140 " " " "	" "	\$.676	" " " "
8th " " 141-160 " " " "	" "	\$.669	" " " "

Secretary, Federal Milk Commission, For New England.

ods, they are unusually conspicuous. The multitude of their services seems limited only by the whims of their customers. Fully half of the entire marketing charges goes into their tills. Even the Food Administration bulletin in its fair price column permits the retailer to mark up his staple foodstuffs twenty-five to thirty-five per cent above his purchase price. In the case of many perishable farm products the retailer receives twenty-five to thirty-five per cent or more of the consumer's dollar. Take milk as a well known example. It is common knowledge that the quart of milk left at one's door for which he pays fifteen cents costs the milkman only eight and one-half cents delivered in Boston. The Vermont farmer receives

perhaps six and one-half cents for it at his railroad station. To market it costs eight and one-half cents. The retail milkman got more than eighty per cent of the marketing charge. Transporting 200 miles and wholesale marketing took the other twenty per cent.

So far as 90 per cent of our food is concerned, almost every one will agree that a retailer of some stripe is necessary. One cannot go to the farm for 6½ cent milk or even to the wholesaler for 8½ cent milk in cans. In the first place, it is too far, and in the second, public health and sanitation require closed containers and milk itself requires quick collecting and handling at a low temperature.

(Continued on page 8.)

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in Behalf of and for the Benefit of the
Members of the Organization

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PERSONAL WORD.

Last week I was introduced to a Maine audience as one who had stood more kicking and cussing than any man in New England.

I don't know whether that is true but I do think I've had my share. I am not popular with the milk dealers in any New England city. They use me well, greet me very pleasantly and insist that they are glad to see me when we meet, but I'm not at all deceived by their smiles. They may be personally good fellows but I know perfectly well they would be glad to see me and the organization I work for disappear forever. It sometimes amuses me to hear the outspoken protestations of friendship from these milk dealers. It isn't friendship, it's fear, that makes them nice. If there were no organization back of us, we officers of the NEMPA would cool our heels as we used to for hours in the ante-room of the dealers, waiting for a chance to see them. I've been thru the preliminary stages and I know what a difference it makes when there is an organization behind us.

But I'm not concerned what the dealers think about me. I have reason to believe they are all the time trying to disparage and undermine me with the producers. And I am deeply concerned, both personally and for the Association, what the producers think about me. Naturally, having done my best, I hate to be kicked. I don't want praise for what little good I have done, I do want charity and consideration for my failures. And above all I want the confidence of the producers.

There are always scandal-mongers, who prefer to think and say bad things about everybody. The man who never made mistakes that could be criticized is unborn or a fool. A very serious mistake may indicate poor judgment. A mistake repeated may be carelessness, and inexcusable. We are exploring new

territory, doing what has not been done before, we have no experiences to guide us. It must be that mistakes occur. And our dealer "friends" make good use of them to discredit us personally and as an organization with the farmers.

There is one chap that I want to get after. He is the fellow who says I, or any other officer of the Association, has "sold out" to the dealers. First let me say any such statement is a lie—LIE—and any person who makes it is a liar—LIAR—and not only that, he is a nasty, contemptible sneak of a liar. I am trying to locate a man who has made those statements in order to make an example of him. If I find one whom I can prove to have said I ever received anything of value from any milk dealer directly or indirectly for any consideration whatever, I will make it a sorry day for him when he said it, if there is any law that will punish a liar and defamer of the dirtiest kind.

The only thing I was ever offered by any milk dealer was a cigar and on two occasions a lunch. Once when in conference with the Hoods I was invited to join their department heads at lunch and I did so. One other time at a restaurant Mr. Clark and I ate with Gilbert Hood and Dr. Davis and arranged for the payment of certain claims against the Hood Co. by members of the NEMPA. Mr. Clark tried to pay the bill for all four but Mr. Hood got ahead of him.

The only offer I ever had was from the same Gilbert Hood who said he would give me \$25.00 a day if I would see that they got as many quarts of milk as they paid for. We were discussing shrinkage, an item amounting to thousands of dollars, which I insisted should not be charged against the price paid for milk.

Yes, I know I am kicked at and cussed. I am glad to be shown any way in which I can do better work. I am willing to be blamed for my mistakes, though unintentionally made. If I make too many or they are very serious, you should put some one in my place who will make fewer and less harmful ones. But I won't stand for being accused of dishonesty or wilful, intentional wrong doing.

Now having eased my mind a little I am going to thank the hundreds of producers who have sent me kind, appreciative letters which have encouraged and strengthened me in an uphill fight. I have carefully compared the class of men who praise with those who complain at the work of the Association and the comparison shows that the thinking men of sound judgment are the stoutest supporters of the NEMPA. As long as that is true the movement as a whole will grow stronger and better. The kickers and cussers are numerous enough but the believers and supporters outnumber them by thousands and are far and away the better class of men. Praise be, we are growing stronger and stronger and the outlook is brighter and brighter every day.

Get others to join the
NEMPA

COMMISSION GOES.

As already announced the Federal Milk Commission for New England will cease its activities April 1st, 1919.

It is too early to properly analyze its work. It is generally conceded to have been an able, conscientious body of men sincerely intending to do right by all parties.

It has done well in some ways and failed flatly in others. Its decisions have been honest, if sometimes mistaken. It has been unwieldy and slow, but courteous. Everybody has been given an opportunity to show the Commission what it should do and if he convinced it, that thing has been done without fear or favor.

The greatest effect it has had has been upon the consumers. It has advanced prices without a popular protest, far beyond where they could otherwise have gone without a hurricane of dissatisfaction and a serious decrease in consumption. It has brought about an understanding of market conditions otherwise possible. Its records are of inestimable value in future activities. It has laid bare conditions and made available information that will be of service for years.

Its famous (or infamous) surplus plan, has disclosed facts on which future plans may be based. Altogether we feel disappointed in its failure to correct abuses which it recognized at the start in the distribution of market milk. Almost none of its recommendations have been adopted by the dealers. We believe it failed in not ordering the reforms which it suggested. It devoted practically its whole energies to price fixing without accomplishing business adjustments which it could and should have done.

We cheerfully acknowledge our indebtedness to the Commission for its eminent fairness and sincerity, for its help toward prices which saved our dairy herds and for the disclosure of information that will help us hereafter.

For what good it did we praise it, for its faults and failures we forgive it and again assume the responsibility of setting a fair and reasonable price on what we have to sell and the practice of intelligent methods for securing that price.

SURPLUS CHANGES EVADED.

We print under separate tables the prices awarded by the Federal Milk Commission for January, February and March.

From these prices will be taken the surplus loss on the same basis as last summer, except as below.

Producers will remember that the NEMPA asked that the surplus charge-back be suspended for October, November and December. The Commission granted this motion as to November and December. The Association asked that a reasonable surplus, such as is needed to meet the fluctuating demands of consumers, should be carried by the dealers without loss to producers.

The Commission ordered that in January, February and March the dealers shall carry up to 5% surplus without charge to the producers.

The NEMPA proposed two changes in the surplus plan as follows:

"1st. That the Surplus Plan be so amended that after the deduction of the 5% trade surplus, there shall be further deducted the amount of milk purchased from dairies taken on since Nov. 30, 1918 and the net balance so determined shall be surplus dealt with as provided in the surplus plan.

"Provided that if such net balance shall not meet the needs of the dealer, for market milk, and to make up the 5% trade surplus the amount so needed shall be taken at the whole milk price from dairies taken on since Nov. 30, 1918, and the balance shall be surplus chargeable to such dairies and no others as surplus under the surplus plan."

The object of this change was to relieve old producers from surplus loss occasioned by taking on new dairies and to give such new dairies the whole milk price for such of their milk as was needed by the dealers.

The proposition was rejected by the Commission.

"2nd. That the Surplus Plan be so amended as to provide that the surplus loss be apportioned among dairies in proportion to their increase in production since Nov. 30, 1918."

This request was also denied. Its object was to charge the surplus loss to the man who made the surplus.

We believe both propositions were right, fair and should have been adopted. The Commission stated that it found merit in them and that if it were a continuous body it might accept them but in view of its discontinuance April 1st, 1919 it deemed it unwise to make any change in the surplus plan.

Thus dairymen are permitted to suffer an injustice because a Federal Commission is too short lived to introduce anything new even if it were needed. We refrain from comment on this attitude on the part of the Commission other than to express our deep disappointment that such a body of men should dodge a responsibility for such a flimsy reason. The changes should have been made or denied because they were right or wrong, not evaded because these men were about to go out of power.

AN OFFICIAL ENDORSEMENT.

Maine Department of Agriculture.

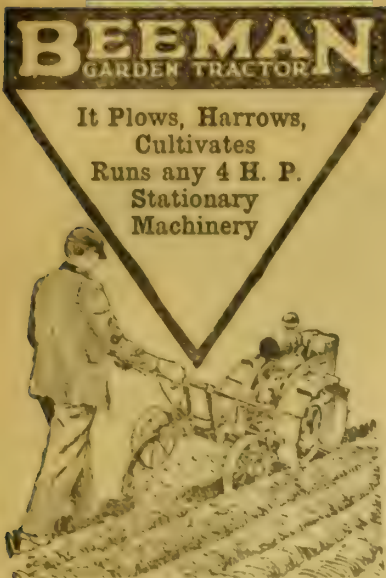
John A. Roberts, Commissioner.

Organization is the watchword of the hour. The New England Milk Producers' Association is the most efficient organization of agricultural workers ever put across in New England. It is the best milk producers' Association in the United States. Let us stand behind it and show the world what New England farmers can do when they put their heads and their hands to the task.

H. M. TUCKER,

Chief, Bureau Animal Industry.

The foregoing is from a letter issued by the Department of Agriculture of Maine. It ought to convince all dairymen that those whose business it is to know what is good are supporters of the NEMPA. Men occupying official positions are slow to endorse movements of this character. We appreciate the appreciation.



The Market for Food products is better than ever. It must remain so for a long time.

Get ready to raise big crops and to take care of them at a reasonable cost of labor.

The Beeman Tractor plows, harrows and cultivates. Takes the place of a horse.

Good for Big Farms.

Good for Little Farms.

Drives, Saws and Belted Machinery—4 Horse Power at the belt.

It will pay you to get further information.

Ask for Beeman Catalog 56 B. B.

BRACKETT, SHAW & LUNT CO.

62 North Washington Street, Boston, Mass.
also Somersworth, N. H.



Are You a Member?

The Holstein-Friesian Association of America—the organized breeders of cattle of that name, was organized in 1885, then having 275 life members. Today it has nearly 12,000 members, and is recording 80,000 Holstein-Friesian cattle per year, giving employment to 150 clerks, and has a reserve fund of nearly a quarter of a million dollars. It spends nearly \$50,000 per year for publicity and extension work, promoting the interests of its membership. The Holsteins are prosperous and popular. If interested in

HOLSTEIN CATTLE

Send for our booklets—they contain much valuable information.

HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA,
Box 300 Brattleboro, Vt.

Wise Bees Save Money



LAST
DIVIDEND
AT RATE OF

4 1/2 %

DEPOSITS GO
ON INTEREST
QUARTERLY

Wise Folks Save Money

Your Dairy Profits

are safe—and your dollars ready when needed—If deposited in a Home Savings Account. Start it now.

WRITE FOR
"BANKING BY MAIL"

HOME SAVINGS BANK
Incorporated 1869
75 Tremont St., Boston.

FREE TRIAL CAN of Morrison's Stable Salve

Every Horse and Cow Owner should try this salve. For use on Udder and Sore Teats of Milch Cows it is unequalled.

A GOOD GALL REMEDY for Galls, Chafing, Cuts, Open Sores, Scratches, and all Skin Diseases.

Just send us the address of your dealer and with it the number of horses and cows you keep and we will send you a free 25 cent trial can. Don't miss this liberal offer—Write today.

Splendid offer for dealers. Write and give us a chance to explain fully.

JAMES W. FOSTER CO.,
Manufacturers and Owners,
Bath, New Hampshire.

NEW YORK.

January last the Dairyman's League refused to sell the milk of its members for the price offered by New York dealers. The biggest milk fight in the county followed. For eighteen days the Leagues held solid. The dealers then surrendered.

Meantime New England milk was shipped to New York by the car load. The Directors of the NEMPA passed the following resolution:

Resolved, that dealers handling milk in New England markets be requested to manufacture under the Federal Milk Commission's surplus plan, any milk not sold as whole milk in New England markets and to notify such dealers that every legal method will be forthwith employed by the Association to prevent the further re-shipment to New York of surplus New England milk, for the purpose of defeating the demands of farmers regularly supplying that market, for a living price for their products.

The Federal Commission was asked to order that New England milk bought under its surplus plan, should be sold or manufactured as the plan provides. The hearing was to be held Monday, January 20th. It we failed to control our milk through the Commission, we had the papers drawn to immediately go before the Federal Courts for an injunction, but the New York boys beat us to it by winning in spite of us. We congratulate them. They have won a big victory for us all. Thanks.

The Worcester Market Association will hold its Annual Meeting at Horticultural Hall, on February 5th, at 2 o'clock in the afternoon. Delegates at this meeting are especially urged to be present. The article following this notice explains the delegates for this meeting. All the different locals of Worcester County and Worcester Market are urged to let the Worcester office, 393 Main St., know the results of their Annual Meeting and the delegates chosen for these different County and Market Association Meetings.



BESIDES the cash additions it makes to the net profits of your business—

The International motor truck keeps your customers satisfied.

There is a limit to the amount of work horses can do. That limit changes with the seasons, with the weather, and with the conditions of the streets and roads. Horse deliveries and horse hauling mean disappointed customers at times, or customers satisfied at ruinous expense.

An International Motor Truck Has No Such Limit

Its service is not affected by seasons or weather and very little by street and road conditions. You can make a schedule and keep it throughout the year when you use an International motor truck. What is that worth to you? Write us and we will tell you.

Four Models

H, 1,500 lbs. capacity
F, 2,000 lbs. capacity

K, 3,000 lbs. capacity
G, 4,000 lbs. capacity

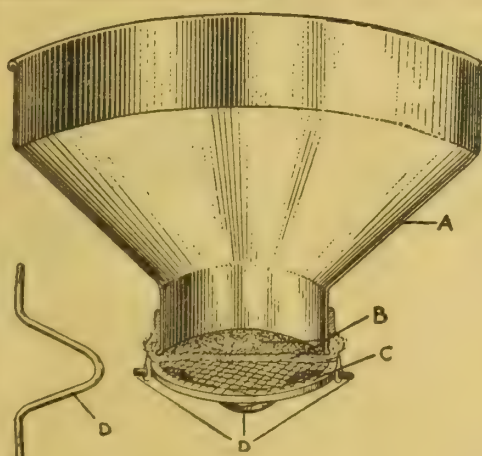
Special bodies for any business.

International Motor Trucks Are Sold By

INTERNATIONAL HARVESTER CO. OF AMERICA

43 Somerville Ave., Somerville Station, Boston, Mass.

Phone Somerville 1230



"A" Strainer Funnel.

"B" Sterilized cotton through which milk MUST go.

"C" Coarse wire screen ring for clamping cotton pad to bottom of funnel.

"D" Wire Clamp.

THAT'S ALL.

DR. CLARK PURITY MILK STRAINER WILL NEVER WEAR OUT

Not complicated. Just a mighty good strainer that removes every bit of sediment from milk. No cloths used. No fine wire gauze to wear out. Your wife does not have to spend most of the day washing cloths and cleaning the strainer.

The only strainer made which Will Remove Fine Black Muck and Fine Dirt from Stable Floors, from Milk. Will Absolutely Remove Every Last Bit of Sediment, No Matter How Fine It May Be.

In daily use at the Conn. State Agricultural College. Approved by the U. S. Government. Endorsed by the Conn. State Dairy and Food Commission, Agricultural Colleges, Dairy and Food Commissioners, and the Smallest as well as the Largest Dairyman in the country.

We Guarantee Our Dr. Clark Purity Milk Strainer to Remove Every Last Bit of Sediment from Milk, and to Remove Sediment which No Other Strainer will.

Made in two sizes, 10-quart size, price \$2.75, is ample for ordinary herds with not more than two persons milking. 18-quart size, price \$3.75, is ample for large herds with several persons milking, or using a milking machine.

Our cotton pads are sterilized, made from special stock for straining milk. One pad sufficient for one milking for an ordinary herd. Packed 300 per carton, price \$2.00. Cost but little more than ONE CENT per day for absolutely clean milk.

C. F. KLINGER, Groton, Conn. H. C. SOULE, Canton, Maine.
General Agent for New England States. Agent for Maine and N. H.

AGENTS WANTED

PROPER CARE OF THE MILKING MACHINE

The milking machine may very readily become so unclean that all of the milk drawn through it contains large numbers of bacteria. On the other hand the experience of thousands of dairy-men shows that the use of



cleans the milking machine so thoroughly that the milk drawn through it contains no appreciable number of bacteria, other than those originally present in the udder or teats of the cow.

Such results as these prove Wyandotte Dairyman's Cleaner and Cleanser to be a scientifically made dairy cleaner, and also an economical material to use. This cleaner may be obtained from your regular supply house.



Every order is filled on our money back guarantee. It Cleans Clean.

The J. B. Ford Co.,
Sole Mfrs.,
Wyandotte, Mich.

ICE.

(Continued from page 2.)

New England Milk Producers Association,

26 Broad St., Boston, Mass.

Dear Sir:

The Health Department of Boston is making a special effort to bring about efficient cooling of milk and cream at dairies supplying this city. In fact the subject has already been brought to the attention of the dealers who distribute such products for consumption in Boston, by a letter of which the accompanying is a copy.

The object of this notice is to attempt to place these dairy products before consumers in the best possible condition so that no harm may follow their use. They should be untainted by decomposition products which result from their being kept at high temperatures. To retard such changes efficiently there should be prompt refrigeration at the place of production. All are agreed that the best way to keep milk is to keep it cold, and that the beginning should be at the farm. This cannot be accomplished without abundant supplies of ice, which should be employed generously at all high temperature periods.

We are not viewing this project from a selfish standpoint wholly, for it is felt that the sending of milk from farms properly cooled will be a big asset in favor of the milk producers who cater to this market. It is the further opinion that farmers desire to supply these dairy products of commendable quality to consumers. Furthermore, compliance with this request will annually prevent the spoilage of hundreds of thousands of quarts of milk arriving at Boston terminals, and the accompanying financial loss.

As we are desirous of making this effort far-reaching, and realizing how earnestly you have guarded the interests of the members of your organization, I am writing to ask your cooperation and that of your Association, to aid in bringing the campaign to a successful conclusion. Will you not be good enough to afford this communication space in your paper, and also give the movement your personal support in bespeaking the fullest assistance, not only from your members, but from Boston producers in general? JAMES O. JORDAN, Inspector of Milk.

J.O.J.—S.

HEALTH DEPARTMENT OF BOSTON.

Bureau of Milk Inspection.

December 28, 1918.

To Milk Dealers of Boston,

Dear Sirs:

I desire to call your attention to Section 4, Article II., of the Health Department regulations, which requires that:

All milk produced for the purpose of sale shall be cooled as soon as it is drawn from the cow.

I also wish to direct your notice to Section 1, Article VI., which prohibits the possession or custody with intent to sell of any milk, skimmed milk or cream which has a temperature higher than fifty degrees Fahrenheit.

It is therefore incumbent upon you to see that the milk and cream that



PHOTO OF LEDA JOHANNA RUE
Holder of World's 13-year-old Record Owned at Hill Den Farms, Dixon, Ill.

Makes Worlds' Record With Sharples Milker

The Sharples Separator Co.,
West Chester, Pa.

Yes, we copped one of the Association prizes with "Leda Johanna Rue". She holds a world's record for a 13-year-old cow and it takes a real dairy cow to get in on any of the Asso. prize money. This cow was milked with the Sharples Milker four times daily the first eight months, and three times daily the last four months. The last milking of the 365 days, or the thirteen hundred and thirty-fifth milking, she gave 18.2 lbs. of milk, and was milked with the Sharples Machine. She has freshened since and is again being milked with the machine and hitting the same pace. The Sharples Milker is the only machine. I would rather part with this cow than the machine, if it came to a choice, although the cow is worth five times the price of the machine.

Very truly yours,
CHARLES R. HEY, Manager,
Hill Den Farms Company,
Dixon, Ill.

SHARPLES MILKER

"The Only Milker With Positive Squeeze"

Mr. Hey's letter speaks for itself—Sharples Milker was used on this cow after she had been milked by hand for years. But it was not until the Sharples Machine was used that a world's record was made. The Sharples positive squeeze and massage action on the teats made it possible to milk faster than others could and also insured the health of the teats and udder.

No other milker has this squeeze or massage, and Leda Johanna Rue is the first cow to make a world's record while being milked by a milking machine. Sharples Milker is an efficient and labor saving milker, whether on the average or the finest pure-bred or highest producing cows.

Write for information on other day-to-day achievements of the Sharples Milker. Address Dept. 57.

The Sharples Separator Company, West Chester, Pa.
Sharples Suction Feed Separator Skims Clean at any Speed
BRANCHES: Chicago San Francisco Toronto

you purchase and have in your possession to bring into the City of Boston complies with these requirements. During the coming year as inspectors of the Health Department visit the farms supplying you with milk and cream, and find these products not being cooled in accordance with these regulations, we shall prohibit the bringing of such improperly cooled milk and cream into the City of Boston. Ice should be cut and stored in the following amounts: For cooling cream, two tons per cow. cooling cream, two tons per cow.

I am writing at this time in order that you may get word to your producers and show them the importance

of getting ready this winter to properly cool their milk and cream, in future high temperature periods.

JAMES O. JORDAN,
Inspector of Milk.
Note.

Be good enough to ascertain by correspondence with producers, (or by means of return postal cards), how many of your farmers will agree to provide ice at once and use it for cooling milk and cream in the future, and also make a record of this information. On or before February 1, 1919, kindly let me know the number of farmers who have agreed to harvest ice and use it as indicated above.

JAMES O. JORDAN.



They Must Be Healthy

The cows with the big production records are first of all healthy cows. Perfect health is more responsible for their scores than breeding or any other single factor.

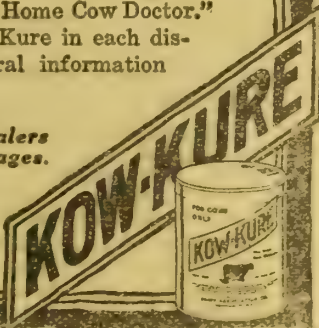
It is a fact that more than 80% of the poor milkers in almost any dairy can show remarkable gains in milk production by the most simple home treatment and observation.

Such common and dreaded ailments as Abortion, Barenness, Retained Afterbirth, Scouring, Lost Appetite, Bunches and such other complaints as arise from low vitality of the digestive and genital organs are readily eliminated by simple home treatment and judicious use of KOW-KURE. Almost all diseases can be reached by this wonderful medicine.

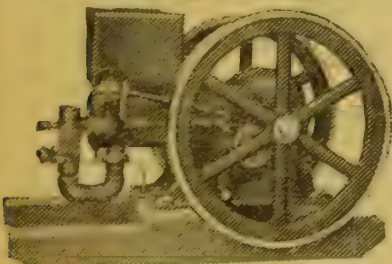
Send for our valuable free book, "The Home Cow Doctor." It gives directions for the use of Kow-Kure in each disease—also contains a wealth of general information valuable to any cow owner.

Buy KOW-KURE from feed dealers or druggists; 60c. and \$1.20 packages.

DAIRY ASSOCIATION CO.
Lyndonville, Vermont



The Latest Thing in Farm Engines



BROWNWALL Kerosene Engine

"The Engine with the Trouble Left Out"
Enclosed crank case—Cylinder and head cast in one piece
Fuel tank cast in base—Burns kerosene or gasoline.

Be sure and write us for particulars and cost. State horse-power you probably will need.
Charles J. Jager Company
15 CUSTOM HOUSE ST., BOSTON, MASS.
33 CANAL ST., PROVIDENCE, RHODE ISLAND
13 EXCHANGE ST., PORTLAND, MAINE

Not a Cheap Engine But the Best

No expense has been spared to make this the best engine possible, therefore the price has to be higher than a cheap one that is always giving trouble and costing repair money.

Loans to Farmers

Long Time Low Interest

No Commissions—No Renewal—No Worry

Under the Federal Farm Loan Act, we will loan money to actual or prospective farmers with which

To buy or improve farm lands and erect buildings
To buy live stock, fertilizers, and equipment
To pay off existing mortgages and debts

We will loan you from \$100 to \$10,000, according to your needs and security. The interest rate is 5½%. The mortgage will be completely "wiped out" at the end of 85 years by paying 6½% annually—6½% for interest and 1% on principal. Or you may pay off all or any part of the principal after 5 years.

Write today for full particulars—if you live in any of the following states:

Maine New Hampshire Vermont Massachusetts
Connecticut Rhode Island New York New Jersey

THE FEDERAL LAND BANK

150 State Street, Springfield, Mass.

When Writing Be Sure to Give the Location of Your Farm



Highest Natural Milk Flow

UNION GRAINS brings cows to their highest natural milk flow, keeping them there without danger to health or utmost usefulness. It does this because protein, carbohydrates, fats and mineral matter are present in exactly the right proportion. Its perfect composition is proved by the 15 years of continuously excellent results it has given.

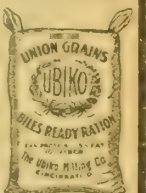
UNION GRAINS

The Perfectly Balanced Ration for Milk Production

It is always the same scientifically mixed ration, containing nothing but the purest of grains. No fillers. It bulks well. It digests. It is palatable. Considering the amount and richness of milk production it is the cheapest dairy feed procurable. Any dairyman will convince himself of this by trying Union Grains and keeping a record on the form which we will gladly send. Any dealer can get Union Grains for you now. Don't wait to order—there is a 3 million-ton shortage of dairy feeds and traffic conditions are likely to again be bad.

Keep a record of feeding results. Send for a Union Grains Record Sheet.

The Ubiko Milling Co., Main Office, Dept. D, Cinn., Ohio
New England Sales Office, 73 Tremont St., Boston, Mass.

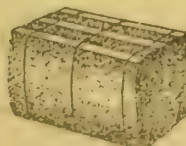


The UNADILLA-A Profitable Winter Milk & Meat Producer

When snow lies deep and grain prices soar, Unadilla Silos are a first aid to profitable dairying or stock feeding. Because of their perfect, air-tight, water-tight and frost repelling construction, Unadilla Silos preserve every pound of green corn or other silage put into them. Valuable juices retained; no moldy or air-rotted silage to feed or throw away. And the Unadilla is the most convenient silo to use. A handy, ever-ready ladder; doors that move easily up or down in coldest weather; silage always at door level—these conveniences you'll find only in Unadilla Silos. Investigate now. Big, well illustrated catalog gives all the facts. A special discount on all early orders. Good territory still open for live agents.

UNADILLA SILO CO., Box X, Unadilla, N.Y., or Des Moines, Ia.

TOP QUALITY



BOTTOM PRICE

BALED SHAVINGS

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.



OF WHAT USE ARE MIDDLEMEN?

(Continued from page 3.)
Somebody must provide plants with coolers, bottlers, bottles, probably pasteurizers, teams and trucks to transport and prepare the milk for delivery to householders. Transportation and preparation for consumption are two functions of middlemen.

Delivery and Individual Service.

People require varying amounts of milk from day to day and cows produce different quantities at different times. In order to have enough milk all the time some one must collect this milk from hundreds of different farms and order more than sufficient for his needs most of the time. This surplus, which in May and June amounts to 40 per cent or more of the total shipment of milk, must be manufactured into by-products quickly or permitted to spoil utterly. To collect farm products in sufficient amounts for consumers' needs, to keep on hand a sufficient stock for each day's demands and to dispose of the surplus by manufacture or otherwise are three other functions of middlemen. All of this adds to the cost of milk and other products.

Some housewives are willing to go to the nearby grocery every morning for their milk, but most families want fresh, cold, bottled milk left on their doorsteps daily before breakfast. In
(Continued on page 10.)

Add CANE MOLA to roughest Feeds



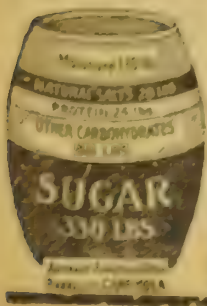
Stock will Greedily Eat all

straw, old hay, corn stover, fodder, ensilage, screenings, etc. Saves you the cost of expensive prepared feeds. The cost of Cane Mola is very reasonable.

CANE MOLA

(Not a Prepared Stock Feed)

adds palatability to whatever roughage you have on hand. Eliminates all feed waste. Everything cleaned up in double quantity. Successful dairymen and farmers are constantly re-ordering in quantities of 100 lbs. Live stock eat it greedily. Cows give more milk. Cane Mola is all-gestible. Good for all farm and stock raising.



Write for Valuable Feeding Information

We will send you our booklet and a list of dealers on request. Cane Mola is used in all parts of the world. It is the best feed for all stock.

PURE CANE MOLASSES CORP., 99-NE Beaver St., N. Y. Distributors in Boston and elsewhere throughout U.S.



The Park & Pollard Co LAY OR BUST FEEDS



Poultrymen! Are You Thinking? Have You Realized? What Does the Future Promise?

April 1, 1917, we published the following advertisement in the Boston Sunday Globe:

"Meats of all kinds are going still higher. The resources of this country have been taxed to the utmost to supply the insistent demands of the warring nations. The high prices of corn have tempted many western farmers to market their corn as corn and sell their beef or pork in unfinished or half-fattened condition, overlooking the fact that cutting the future supply will only make still higher prices for meats."

"All of this assures famine prices for years to come for all kinds of poultry and poultry products. In the face of these conditions, how can any thinking farmer or poultryman consider selling or cutting down his flock or plan to produce a less than usual number of chickens? Much better double your last season's plans if you can house them, and have the birds from which to sell eggs during the coming fall at \$1.00 or more per dozen and roasting chickens at 50c a pound."

"To be sure, grain is high, but poultry and eggs always have paid a profit and they always will."

Not in the spirit of "I told you so," but to vindicate our position, we contend that the conditions which have led to the present extreme prices will continue for years to come, and we repeat another former statement of ours, that feeds and eggs are not high in price but that money is

cheap, owing to the enormous inflation from the floating of the tremendous War Loans of the Allies.

Conditions will not return to the pre-war level during this decade. We shall be paying taxes incidental to the war during the balance of our natural lives.

If you are one of the COLD FOOT CLAN that dropped out last year, it's no use waiting longer. You lost last year, you lost last fall, and you are losing every day that you stay out. It's up to you to swallow your loss and get back in the game.

If you are new at the business, let us help you get in right—not expensively, but intelligently, taking advantage of your local conditions.

The country needs more live stock of all kinds, and the East has the Golden Opportunity of the country in cheap lands and the best market of the world.

Raise poultry, pigs, beef or mutton, whichever is best suited to your locality and conditions, but RAISE THEM.

Read page 8 in our 1919 Year Book. It will start you along a new line of thought.

The Park & Pollard Co

131 State Street, Boston, Mass.

FREE. BIG COW BOOK.

Address Dr. A. C. Daniels' Boston, Mass



STOP ABORTING SAVE THE CALF! BUY DR. DANIELS' COW INVIGORATOR FROM YOUR DEALER.

This Cow Medicine is all Medicine. No Bran, Clay or other filling.

IT IS a Medicine that shows RESULTS.

Money Back Kind—if you are not satisfied, your dealer will refund or you can write to Dr. Daniels.

It means better health.

More Strength.

More and better Milk and stronger calf.

If your dealer does not have it send 50c for a sample package to

Dr. A. C. Daniels, Inc. 172 Milk St., Boston, Mass.

A CENTURY OF SUCCESS LADY POOR'S PURE PILE OINTMENT

Brings prompt relief, also a great remedy for ECZEMA and all Skin Eruptions. At your Druggist or direct from us for 25 cents.

The James W. Foster Co. Manufacturers and Proprietors, Bath, N. H.



for Calf Scours

Save every Calf. High meat and milk prices make control of Calf Scours doubly necessary.

Scouring calves indicate a germ infection that is likely to run through your entire herd with serious losses. The loss of one calf is bad enough, but nothing compared to your loss when the infection spreads, as it will unless checked. Then your year's work in building up your herd is wasted and your profits lost.

Our method of handling calves will promptly stop scours and finally banish it from the premises. One good calf saved will repay the expense of protecting your stock for a long time against the disease.

B-K, the powerful germicide and disinfectant, is especially adapted to this work. B-K contains no poison, acid nor oil. When used internally it destroys germs, heals inflamed membranes, relieves irritation, restores healthy action. B-K may be given freely in the milk and drinking water.

The B-K plan is simple and practical. It is giving wonderful results. A well known breeder of registered stock says:

"We found vaccines of no value in stopping calf scours, but the prompt, efficient treatment with B-K checked the trouble quickly and saved us the loss of many valuable calves."

B-K is sold by Dairy and Farm Supply Dealers, General Stores, Druggists, etc. If your dealer does not have it, send us his name.

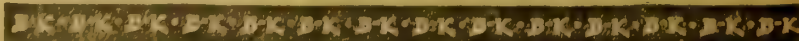
There are over "145 Farm Uses" for B-K

FREE BULLETINS: Send for our valuable bulletin No. 136, "Calf Scours," also information on other farm uses and our "Trial Offer."

General Laboratories

3511 So. Dickinson Street

Madison, Wisconsin



Bigger Crops at Less Fertilizer Cost



LOWELL Fertilizers increase the crop output of each acre. Crop prices will be twice as high this season as before the war. Therefore Lowell Fertilizers will be more profitable to the farmer than ever before. They will grow the large crops needed and boost the farmers' profits.

Lowell Animal Fertilizers start plant growth early and feed and encourage the growth for the entire season. They are active all the time because they are made from

BONE—BLOOD—MEAT

together with necessary chemicals. Farmers should bear in mind that our Animal Fertilizers contain some percentage of Potash due to the plant foods from which they are made.

Far-sighted farmers will buy a greater supply of our Animal Fertilizers chiefly because they grow larger crops with less labor.

When you buy Lowell Fertilizers you buy dependable products. They are guaranteed. Find out for yourself the real advantages of Lowell-made fertilizers. Investigate and order early while we can supply you. Write for crop booklets and our nearest agent's name.

We can supply fertilizers guaranteed to contain 4% Water-Soluble POTASH.

LOWELL FERTILIZER CO.

Boston Branch of Consolidated Rendering Co. Mass.

For further information write Room 18, 46 N. Market St.



LOWELL

ANIMAL FERTILIZERS

This Is
What
Makes
Dairymen
Pay

Less expensive feed and more milk from the same cows—that's the key to bigger profits. Thousands of dairymen will tell you they are getting startling results with International Special Dairy Feed, the ration that costs less than grain and makes one or two quarts more milk per cow every day.

INTERNATIONAL Special Dairy Feed

Takes the Place of High-Priced Grain

It is a palatable, appetizing, milk-making blend of choice grain products, cottonseed meal and molasses. Cows are just crazy for it. It keeps the bowels open, increases the milk flow and makes the animals healthy and happy. Feed it to your cows and sell your corn and oats at the high prices. You make a double profit.

Order This Guaranteed Feed Now

It is backed by a liberal, positive guarantee. It must make more milk for you or we pay a forfeit. Get it from the nearest International dealer at once. If you can't find one, write to us. Don't put it off. You can't begin too soon to make more money. Order now before shipping conditions get worse.

INTERNATIONAL SUGAR FEED CO.
Minneapolis, Minnesota
Mills at Minneapolis and Memphis



The Pure Bred Live Stock Sales Company

of Brattleboro, Vermont, Inc.

Will hold its SEVENTEENTH SALE of Registered Holstein Cattle on

Tuesday and Wednesday, February 4 and 5, 1919

Will consist of 150 head of both sexes and all ages from consignments of the following breeders:

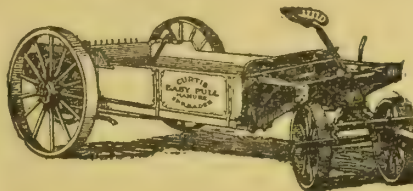
C. W. HEWITT & SON, Gouverneur, N. Y.
EST. W. H. LUMLEY, Gouverneur, N. Y.
GEORGE YAPP, Littleton, Mass.
F. W. WEEDEN, Bellows Falls, Vt.
F. L. PARMELEE, Putney, Vt.
P. B. ROBERTS, Rupert, Vt.
E. H. WILSON, Salem, N. Y.
J. W. PRENTISS & SON, Alstead, N. H.
GEORGE F. SMITH, Barre, Mass.
B. G. DANA, Alstead, N. H.
C. W. ELLIS, JR., Cortland, N. Y.
PAUL H. STEVENS, Cortland, N. Y.
COLE & BROOKS, Granville, N. Y.
S. M. STRICKLAND, Carthage, N. Y.
J. W. VAUGHAN, St. Johnsville, N. Y.
F. L. FISHER, Norwood, Mass.
H. H. STICKLES, Claverack, N. Y.
L. S. PUTNAM, Rutland, Mass.
H. H. REED, Westminster, Vt.
L. H. ANDERSON, West Glover, Vt.
C. E. BICKNELL, Rockland, Me.
J. H. D. WHITCOMB, Littleton, Mass.
R. W. FORRISTALL, Saxtons River, Vt.

COME—TO—BRATTLEBORO

The Holstein-Friesian Capital of America

The Curtis Easy-Pull Manure Spreader

A High Wheel Low-Down Spreader



Easy to Draw. Can be drawn with a pair of light horses.

Body does not strike ground when turning out into field, ditch or gutter.

Wheels not in way of loading.

Even Spreading. The manure is spread evenly and economically.

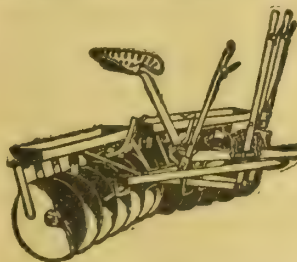
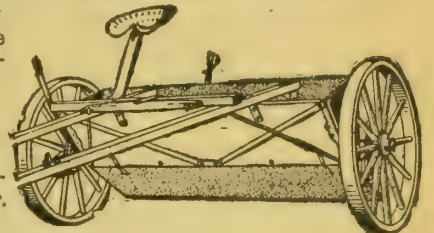
No Intermediate Gear or Stud Shaft.

The Worcester Lime and Fertilizer Distributor

A DEPENDABLE DISTRIBUTOR
Designed Right—Built Right—Price Right—Both Wheels are drivers, independent from axles.

EASY RIDING—RUSTLESS—
BROAD TIRES

Arching overcome by special construction of feed Shaker lever. Made in three sizes.



The Worcester Disc Harrow

Strong, yet Flexible. Round Disc or Cut-out Disc for 1, 2, or 3 horses. Nothing better made.

Tractors

For hauling, plowing, harrowing and general work; four-cylinder engine, Dixie magneto, not too heavy. Particularly adapted for New England farms.



Write to Dept. D and ask for catalog of whichever implements you are interested in.

THE RICHARDSON MFG. CO.,

Manufacturers of FARM IMPLEMENTS

Worcester, Massachusetts

TRACTORS ENGINES LIME AND FERTILIZER DISTRIBUTORS
DISC HARROWS MANURE SPREADERS FARM TRUCKS

OF WHAT USE ARE MIDDLEMEN?

(Continued from page 8.)
either case some person must furnish bottles, clean them, fill them, pack them in boxes, deliver them to the stores or homes and gather the empty bottles every day. When house-to-house delivery is necessary no system can be devised which is not comparatively costly. On a well-planned route it is possible for one man to deliver 300 quarts to approximately 300 families daily. This is higher than the possible average in outlying sections and a good deal higher than the actual average. A little calculation of labor, wagon, horses, bottles, boxes and other necessary equipment will show that individual delivery necessarily includes a large percentage of distribution costs. Still, if one's time and comfort are worth anything, the milkman can deliver the milk cheaper and better than the householder. Delivery and individual service are two other functions of middlemen.

In addition to this, some one must do the selling and collect the money from the buyers. Some one must finance the milk or other farm products while they are en route from the farm to the consumer. Collection and financing are two important functions of middlemen.

There are a good many risks in selling—risks of waste and loss by deterioration, broken containers, leakage or damaged products; loss by fire or water; loss because of fluctuation in price, for very frequently the distributor does not receive for his product as much as he expected when he purchased it; loss through bad debts, for many bills cannot be collected. Some of these risks may be shifted to special risk carriers like insurance companies, others must be borne by the trade.

Storage, Financing, Assumption of Risk.

Milk does not lend itself to storage for a long time, but the great volume of farm products must be stored for a longer or shorter period since it is impossible to consume products as soon as they are raised. These products must be carried either in cold storage or other warehouses and some one must pay for them and take upon himself the financial burden of holding them over until people want them. Moreover there is great risk of deterioration while in storage and also great risks of fluctuations in price. Traders often hold these products as a speculative risk and

hope to make a speculative profit. Sometimes they lose money, but in any case the charges of storage and warehousing are comparatively high.

In the case of most farm products, retailing, as we have seen, is a costly matter. The retailer must have a store, salesmen and equipment for displaying merchandise and he must undergo a good deal of expense for advertising and for selling. He must keep his store clean, sanitary and generally attractive. All of this is very costly. Some middlemen specialize as retailers and reduce their expenses to a minimum. It is certain that the individual householder would be put to great inconvenience were there no retailers.

On the other hand a few farm products may be sold on public markets by the producer directly to the consumer. A few products, such as eggs, butter and the like may be shipped from producer to consumer by parcel post. If one has an automobile it is possible to buy a good many products directly from farmers and carry them home. One may be fortunate enough to secure his pota-

atoes and other winter vegetables in quantities from some nearby producer. But on the whole only a very, very small part of the great quantity of foodstuffs which we use can be purchased directly. To distribute the great bulk of products a tremendous force of men and millions of dollars of marketing equipment are necessary. Generally speaking, a man who specializes in one particular function is able to perform that function more easily and cheaply than a non-specialist. Middlemen are specialists in transporting, in storing, in retailing, in collecting, in delivering one or more farm products.

The larger the volume of business done by one man, other things being equal, the lower will be his cost of doing business. Obviously, the great army of small retailers are not likely to do business as cheaply as the great grocery store or line of chain stores owned by one company. We need the middlemen, but we may not need so many small ones. We may specialize too far or the volume of business of the middleman may be too small. In either case the charges for distri-

bution will be greater than they might be. Then again, there may be middlemen that perform no useful function whatever. One jobber may sell to another when he might just as well sell directly to a retailer. But the determination as to the necessity for the middleman is individual. Each case must be investigated by itself.

It is safe to say that most middlemen are performing useful functions. We could not do without them. They may charge us too heavily for their services, but usually the competition is severe enough to make charges reasonable. If there are too many of them in some lines of trade we must endeavor to eliminate the unnecessary ones as quickly as we can. It is certain, however, that direct marketing is applicable only in a comparatively few instances. In general we must depend on the existing methods of distribution and must reform them or reorganize them as quickly as we can. Amelioration of present conditions will come about through reorganization rather than through revolution.



Feeding Time

It's a pleasure to see
the way cows relish and eat

**UNICORN
DAIRY RATION**

It's just what they need and
they know it. You can
utilize your home grown
grain to best advantage by
balancing it with Unicorn.

Send a 3c stamp for our new booklet,
Dairyman's Manual, which tells
you how to make bigger profits.

CHAPIN & COMPANY
Dept. X, 131 State St. BOSTON CHICAGO

DAIRYMEN!

Grain and Feeds have advanced
sharply but

Xtravim Molasses

HAS GONE LOWER. It always
was the best and cheapest milk
producer—never quite so much
now.

Feed XTRAVIM Molasses

TO COWS—it means
More Milk

TO HORSES—it means
More Miles

TO HOGS—it means
More Pork

TO ALL—it insures
Better Health

To YOU—it Guarantees
More PROFITS

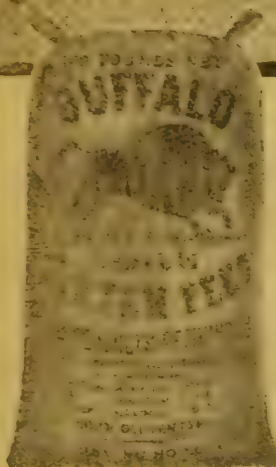
By the Barrel

BOSTON MOLASSES CO.
173 Milk Street, Boston

HEAPS OF DIFFERENCE

**BUFFALO
CORN
GLUTEN FEED**
Very Highly Digestible

A FEED
Low in Digestibility



What Do These Piles Mean?

THEY are intended to impress upon you how important a thing the digestibility of feed is. Because too many men, usually those who can least afford to pay for poor choices, are influenced in their feed buying by the size of the bag.

Every dairyman must know, surely, that his cows can make milk from only that part of their feed which they can digest, and cannot make milk from the part they cannot digest.

Why is it, then, that dairymen don't pay more attention to the *per cent digestible* of the feed than they do, and less attention to how feeds compare in apparent bulk?

Suppose you are at your feed store to buy feed. The dealer shows you two piles of two different kinds of feed, and each pile weighs a ton. But one kind is nearly all digestible and the other is not.

You can't tell much about how they compare in digestibility by looking at them. . . .

But you certainly can by feeding them. There's a heap of difference in the amount of milk you get.

You naturally would expect to get the most milk from the Buffalo Corn Gluten Feed, because it is so highly digestible, and you know all the time that it's only the digestible part of feed that makes milk.

The next time you go for feed, tell your dealer you want the best there is.

NEW YORK

CORN PRODUCTS REFINING COMPANY

CHICAGO

LARROWE FEEDS ARE GUARANTEED

Dairymen who have used LARROWE FEEDS need no other evidence of their superiority. The fact that LARROWE FEEDS are guaranteed assures dairymen that in these feeds they secure the very best results obtainable.

For years LARROWE FEEDS have been recognized among leading dairymen as

The Standard of Excellence

Avoid disappointment and the uncertainty of feeding a ration that is not backed by the guarantee of the manufacturer. Insist that your dealer supply you with LARROWE FEEDS—and you will solve your feeding problems. You take absolutely no risk—your dealer is authorized to refund your money if any of the LARROWE FEEDS fail to give you the results that we claim for them.

The Larrowe Milling Company

3902 Larrowe Bldg.

Detroit, Michigan

For Sale
at Leading
Feed Stores

BETTER BEDDING AND EASIER TO HANDLE

NOT ONLY BETTER --- more sanitary, easier to handle and store---but it costs less and goes farther. Being a wonderful absorbent it makes it easy to keep a sweet, clean barn, and its absorbing qualities also make it an unusually valuable fertilizer. Write for *right* prices and buy now.

Deliveries will be uncertain this winter.

Write

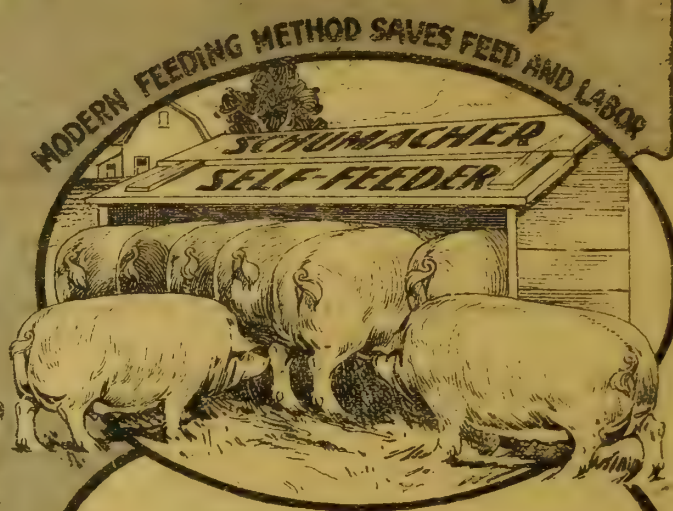
Baker Box Co., Worcester, Mass.

BAKER'S
DAIRYMAN'S SAWDUST

How Are You Feeding Your Hogs? This Way OR This Way



This Plan WASTES Feed and Labor
The waste of feed and labor required to feed hogs this "old fashioned" way cuts down your hog profits.



This Plan SAVES Feed and Labor
The 8 Grand Champion Barrows that won the prize at the National Swine Show were fitted and fed on the SCHUMACHER FEEDING PLAN.

Years ago you could make money farming with an ox-team. YOU CAN'T DO IT TODAY. Changing times and changed conditions demand new and more modern methods.

With the present high price of corn you can't afford to feed it to hogs the old-fashioned wasteful way—every bushel of corn tramped into the dirt means less profit for you at market time, and you know that MANY, MANY bushels are wasted in this way.

But—that is not all—your greatest loss comes from your hogs not making the gains that they should. If you feed your hogs in self-feeders according to the

Schumacher Feeding Plan

they will make quicker, faster gains with less feed—you will make one bushel of corn do the work of two, because SCHUMACHER FEED being easily digestible, assists in digesting the entire ration. When Schumacher is fed no undigested corn appears in the droppings.

THE SCHUMACHER FEEDING PLAN consists of feeding hogs in self-feeders, provided with separate compartments for SCHUMACHER FEED, corn and tankage. SCHUMACHER FEED, the ideal corn supplement, is cheaper than corn, and the hog when balancing his own ration will eat more SCHUMACHER FEED than both corn and tankage combined, thereby reducing the high-priced corn ration fully one-third.

SCHUMACHER FEED contains a large amount of Oat Products which makes it a wonderful growing feed. It puts on fat rapidly and evenly, and contains necessary elements (not in corn) to build big frames and bone to carry the extra weight which it produces. In addition it contains Linseed Meal, especially selected by-products of corn, wheat and barley, finely ground, kiln-dried and scientifically proportioned to produce the greatest amount of pork at the least cost.

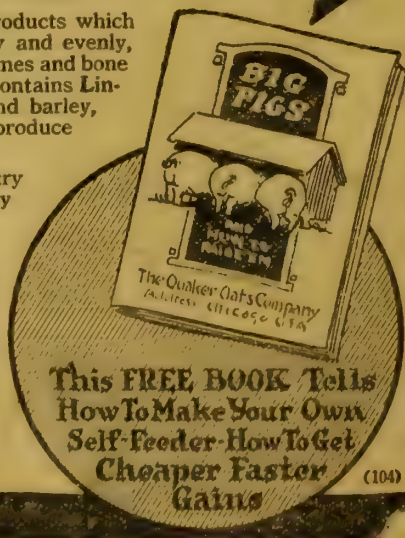
Get a supply of SCHUMACHER FEED from your dealer—try the SCHUMACHER FEEDING PLAN. You will be agreeably surprised at the cheaper, faster gains your hogs will make.

Free Book "Big Pigs and How to Raise Them," written by a leading hog expert. Write today for our Free Book telling how you can build your own self-feeders—Why corn alone is not the best feed for hogs—Why feed is more important than breed—Why the self-fed hog is the best paying hog—How to select a herd boar—How to select a brood sow—Points on farrowing—and other valuable information to hog raisers. The book is FREE. Send for it NOW.

HOG FEED DEPARTMENT

The Quaker Oats Company

Address: CHICAGO, U. S. A.



This FREE BOOK Tells How To Make Your Own Self-Feeder How To Get Cheaper Faster Gains

(104)



THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association



Volume 2. Number 10.

BOSTON, MASS., FEBRUARY, 1919

50 Cents Per Year

LIBRARY
COLLEGE OF AGRICULTURE
UNIVERSITY OF ILLINOIS
URBANA

Notice of Annual Meeting

The Annual Meeting of the New England Milk Producers' Association will be held at American House, Hanover Street, Boston, Mass., on February 27th and 28th, at 10:00 A. M. for the purpose of electing officers and for the transaction of such other business as may come before the Association.

FRANK W. CLARK, President.

RICHARD PATTEE, Clerk.

A true copy attest.

RICHARD PATTEE, Clerk

Boston, Mass.

February 1st, 1919.

ANNUAL MEETING PROGRAM

The annual meeting of the New England Milk Producers Association will be held at the American House, Hanover Street, Boston, Mass., Thursday and Friday, February 27th and 28th, 1919. The meeting will be called to order at 10 a. m. by President Frank W. Clark of Williston, Vermont. As nearly as possible the following program will be followed:

Forenoon Session.

Call to order.
Appointment of Committees.
On Credentials.
On By-Laws.
On Surplus.
On Miscellaneous Business.
Report of Committee on Credentials.

Annual Address of President.
Annual Report of Treasurer.
Introduction of business.

All motions or resolutions must be in writing, signed by the person presenting them and will be referred to the appropriate committee without debate.

Noon Recess.

Call to order at 1:30 p. m.
Annual Report of Manager Pattee.
Address by fraternal representative from Dairyman's League.
Introduction of business for reference without debate.

Adjournment.

4 p. m., Trip to New plant of Turner Center Dairying Association, Charlestown. If possible special cars will be provided.

7 p. m., Dairymen's Banquet, American House. All Producers, Dealers, and Health Officials and their ladies invited. Toastmaster, G. C. Sevey, Springfield, Mass., Editor New England Homestead.

Speakers:

1. "The Poor Dairyman"
Milo D. Campbell
Coldwater, Michigan
President National Milk Producers Federation

2. "The Poor Milk Man"
Chas. H. Hood, Boston
President H. P. Hood & Sons

3. "The Poor Consumer"
Dr. A. W. Gilbert, Boston
Secretary Federal Milk Commission for New England

Tickets for the banquet should be engaged in advance. The Hotel must know how many to provide for. Fill out the blank on this page and send it to W. P. Davis, care of NEMPA, 26 Broad St., Boston, Mass., not later than Monday, Feb. 24th. Tickets cost \$2.00 per person. You need not pay for them in advance.

After the trip to Turner Center Plant the delegates from each state will meet separately and nominate Directors from their states.

Friday, Feb. 28th.

9.30 a. m., meeting called to order.
Election of Officers for ensuing year.
Reports of Committees.
Other Business.

Adjournment.

Every member of the NEMPA is entitled to attend all its sessions. He may introduce any motion or resolution for reference to the appropriate committee. He may speak upon any matter before the meeting. He is eligible to any office in the Association. Only duly accredited delegates may vote. This limitation is

necessary in order that distant producers have an equal voice in the proceedings.

No one will be admitted who is not a member of the NEMPA. Fill out the blank below and present it to the Credential Committee outside the hall. You will then receive a non-transferable admission ticket good during the entire session.

.....CUT ON THIS LINE.....

CREDENTIAL

**Annual Meeting N E M P A, American House, Boston.
Feb. 27-28, 1919.**

I am a member of

..... Local

Name

Address

DAIRYMEN'S BANQUET.

American House, Boston, Feb. 27, 1919.

I hereby engage tickets for the Dairymen's Banquet at the American House, Boston, Feb. 27, 1919.

Signed

Address

Fill in the number of tickets desired and forward this slip not later than Feb. 24th to W. P. Davis, 26 Broad St., Boston, Mass. Price of banquet tickets \$2.00. May be paid when tickets are ordered or at the dining room door.

**FIRST ANNUAL REPORT OF THE
EASTERN STATES FARMERS'
EXCHANGE.**

The objects of the Eastern States Farmers' Exchange briefly stated are: (1) To encourage better and more economical methods through the co-operative purchase of farm supplies, and (2) to encourage better and more economical methods in the co-operative marketing of farm products. Both of these divisions of the work have received much study and experimentation in the past year with most encouraging results.

From the outset it was agreed by the Board of Directors that plans for marketing were of major importance, but that it was advisable to direct the first efforts along lines of co-operative purchasing because it was considered more simple and because there was urgent need for an agency to federate and reinforce the work of the existing local organizations. By means of this program larger numbers of farmers have been organized and directly benefited by the work of the Exchange within the first year.

Organization Work.

Upon entering the field we found a very limited number of active organizations engaged in the purchasing of farm supplies and a further greater number were dormant. Those of the local organizations which were conducted in the midst of a strong competition were finding it difficult to maintain the loyalty of their members because local dealers in some instances discriminated against these weaker organizations, and they were hampered by their inability to obtain certain essential feeds and delay in the delivery caused restlessness in the membership of their organization.

Dealers and manufacturers expressed a general distrust or lack of faith in all co-operative farmers' organizations. Outstanding reasons for their failures are the fact that local groups conduct their business on such a small scale that they are dependent on voluntary help for their management, or, if a manager is employed, it is at a salary which does not justify devoting any large amount of time to this work. Again, it is impractical for these local organizations to keep fully informed on the grain and feed market and the fertilizer situation, and study the sources of supply on the different lines of farm requirements. Inadequate financing has been another reason for the decline of co-operative organizations. Some exchanges have started their work with limited capital and extended credit to their membership beyond the limit of their ability and ultimately their business was so hampered that they could no longer buy on a cash basis. This impaired their efficiency and minimized their service to the community. Other exchanges have suffered severe losses through the action of their managers purchasing in a speculative manner. If the market drops before the car arrives, and the farmer has not definitely obligated himself to purchase these supplies, there is frequently a serious loss involved.

In co-operation with the Extension Service of several State agricultural colleges, the Exchange has been active in stimulating co-operative organizations in all six New England States. The plan of organization as outlined by this Exchange has won the general approval of those in the farming sections and especially of those who have had previous experience in co-operative work. At the same time the Exchange has been largely instrumental in establishing confidence among the manufacturers and dealers. The Eastern States Farmers' Exchange promoted the organization of County Exchanges rather than local exchanges, although it is working closely with the local organizations where a county exchange has not yet been developed. The primary reason for the county plan is that the county-wide organization furnishes adequate volume of business to make it practical to place a capable man in the field on full time to serve as Manager, and thereby greatly reduce the overhead expense. The County Manager has, as a part of his program, the extension of his organization into every district of the county. In some instances groups of members of the county exchange around a specific shipping station elect their own director to the County Exchange. This type of organization serves the purpose about as efficiently as if there was a separate independent organization at each shipping station. A variety of plans is being followed by the various county exchanges, although they are of sufficient likeness that they can be federated effectively and at the same time maintain their own distinct characteristics and independence.

The policy pursued by the Eastern States Farmers' Exchange has been to deal only with the County Farmers' Exchanges where such exists. When there are local exchanges within a county and no County Exchange organized the Exchange deals direct with the local exchange. In some instances where there is no local in-county exchange the Eastern States Farmers' Exchange has dealt with a group of individuals provided there was one acceptable party who would assume the financial responsibility.

During the year 89 addresses have been delivered in 40 counties, extending into the six New England States, on the different phases of co-operative work. Demands have also come from other Eastern States asking for an explanation of the work and expressing a desire to co-operate and organize along similar lines. On many of these occasions assistance has been rendered by way of planning and putting organizations into operation or remedying some of the difficulties growing out of poor methods. The principles always in mind have been to advocate strictly a cash business, car-door unloading and avoidance of speculation on the part of the organizations. In studying the conditions books have been opened and statements made by their officers which have repeatedly proven that the three principles above named are

(Continued on page Eleven)

"SURPLUS"

In order that producers may judge intelligently where their interests lie in the future, it is, we believe, necessary that they be fully acquainted with the history of the famous bug-bear in the milk business, surplus.

Some years ago, previous to 1910, at the instance of the Boston dealers supported by State authorities, a surplus plan was devised under which dealers agreed to take all milk their dairies produced and to pay such dairies a price agreed upon for that part of the milk sold as whole milk and to pay for milk not so sold, the value of the butter fat it contained at the current market quotations. The dealers reported to a committee of producers, the volume of their purchases and sales and settlement was made upon a pooling basis under which prices were equalized on a system of averages; that is the sales of all dealers were added and the purchases of all dealers added; from the purchases were taken the sales and the balance was surplus; each dealer settled with his producers on the same percentage of surplus as was shown to be the average in the Boston market.

Under this plan, producers became greatly dissatisfied, claiming that false returns were made by the dealers, that the producer's Committee was influenced by various methods and that the pooling system was unfair and discriminatory. Dissatisfaction with prices received and methods employed, culminated in the milk strike of 1910 which, while it did not materially advance prices for any considerable length of time, did wipe out the surplus plan and established what is known as the graded price system.

Under the graded price system, the dealers agreed to take all the milk produced by the dairies from whom their supply was drawn, but the price to be paid was lowered during the periods of increased production, sufficiently to enable them, the dealers, to carry the surplus. The surplus was there and was recognized in a less price during the surplus months. Under this system it became a matter of negotiation between dealers and producers to establish how much the price should be lowered as production increased, to enable the dealer to take all the milk produced and manufacture part of it into by-products.

This method of purchase and sale made it necessary that the reduced prices, which is another form of surplus charge-back, should be estimated in advance and the ability of producers to enforce prices justified by market and production conditions, depended upon their bargaining power. Unfortunately the bargaining power of the producer became practically nothing soon after the difficulties of the 1910 strike and the establishment of the graded price system. The old B. C. M. P. C. (Boston Co-operative Milk Producers' Company) was indicted by the Federal Grand Jury, its books and records are still in the possession of the Federal authorities, and after various struggles the organization paid a portion of its debts and dissolved.

The disappearance of the B. C. M. P. C. was followed by the organization of a voluntary Association known as the New England Milk Producers' Association, which struggled along until the Fall of 1916, with a slowly increasing membership and little financial support. In October 1916, it undertook a fight for an increased price for milk and the reformation of the system upon which milk was purchased. It was partially successful in its efforts and the disclosures made in that struggle, led to the reorganization of the Association upon a New England wide basis and its incorporation under an act procured for that purpose from the Legislature of Massachusetts.

The new organization proceeded upon the same price making basis as employed since 1910, until the appearance of the Federal Milk Commission for New England, a branch and agency of the National Food Administration. Neither the Association nor the dealers had contemplated any change from the graded price system until at the hearings of the Federal Milk Commission in December 1917, the Boston Chamber of Commerce filed with the Commission a plan for handling surplus upon a different basis from whole milk so far as price was concerned. This plan had been carefully worked out by the Chamber as a result of the survey made in the Summer of 1917 and the disclosure of production and consumption statistics then gathered.

The Federal Milk Commission laid before the Producers' Association and the dealers, the Chamber of Commerce plan for handling surplus with a recommendation that it be carefully studied, that such objections and changes as suggested themselves be reported, and an effort be made to get together upon that system of price making. The attitude of the New England Milk Producers' Association is sufficiently disclosed in the following paragraph from the findings of the Commission, under date of January 6th, 1918:

"Surplus."

The testimony indicated that during certain times of the year a very considerable surplus of milk comes into the Boston market. This surplus seems to come in large measure from the same dairies which produce milk regularly for the market, and is due to the fluctuation in the production of cows in these dairies. The dealers must take a sufficient quantity of milk from farmers to meet their needs at times of least production, usually the months of October, November, December and January, and when the periods of greatest production come, usually the months of April, May and June, there is a considerable surplus of milk on the market which must be converted into manufactured by-products at a considerable loss.

The Chamber of Commerce presented a plan for taking care of this surplus and this was approved by the dealers. The Producers' Association, however, were not willing to accept the plan without submitting it to the producers at their annual meeting to be held on February 28th, and therefore, the dealers were allowed an item of \$.0047 as a legitimate cost in caring for this surplus for the next three

months. In the meantime, the Commission plans to study the surplus matter more carefully, looking toward future adjustments".

In accordance with the understanding that the Association would submit the matter of surplus to its annual meeting, the Commission was invited to send a representative to explain the attitude of the Commission, to the NEMPA delegates. The dealers were also invited to send a representative to discuss the surplus plan from the dealers' standpoint. Dr. A. W. Gilbert, Secretary of the Commission and of the Committee of Agriculture of the Chamber of Commerce, and Mr. E. L. Bradford of the Turner Centre Dairying Association, representing the milk distributors of Boston, spoke before the annual meeting and discussion followed. The whole matter was then referred to a special committee on surplus. That committee reported as follows:

"We recommend the adoption of the Chamber of Commerce plan for handling surplus milk in the City of Boston." Copies of the Chamber of Commerce plan were distributed. It was moved that the entire question be referred to the Directors with power to act. Discussion ensued. It was moved to amend by instructing the Directors to work out a surplus plan. The motion and amendment were subsequently withdrawn. It was then voted that the Directors be authorized to put into effect a surplus plan along the lines of that recommended by the Chamber of Commerce.

The morning after the annual meeting of the NEMPA, the Directors were notified that the dealers had petitioned the Commission for relief on the ground that the award of \$.0047 made by the Commission to cover the cost of handling surplus milk and added to the price at which milk was sold, was not sufficient. The Directors authorized Messrs. Clark and Pattee to meet the Commission or the dealers to work out a surplus plan. The Commission directed the dealers petitioning for relief, to meet the producers and work out if possible, a plan satisfactory to both parties along the lines suggested by the Chamber of Commerce. Messrs. Davis of H. P. Hood & Sons, John K. Whiting and John Alden were the Committee for the dealers. Meetings of the dealers and producers committees began the second day after the annual meeting of the NEMPA. After long study and discussion, certain changes and amendments to the Chamber of Commerce plan were agreed to and certain other points were by agreement referred to the Commission.

At the hearings late in March, for the establishment of April prices, the Chamber of Commerce surplus plan as amended, together with the matters upon which the dealers' and producers' committees could not agree, were laid before the Federal Commission. The Federal Commission, after undertaking to reconcile the differences between producers and dealers, suggested certain changes in the surplus plan.

Negotiations were continued and the hearings drawn out to such an extent, that it seemed advisable to make

prices for the month of April disregarding the surplus plan. Thus, two months elapsed after the petition of the dealers for relief, before any surplus plan became effective.

During the month of April, meetings of the dealers and producers committees with the sub-committee of the Commission, failed to bring the parties together in agreement until finally at the time of hearing for the establishment of May and June prices, the Commission took the matter into its own hands and announced that it would propose a surplus plan, that if the dealers and producers failed to agree to accept whatever plan was worked out by the Commission, it, (the Commission) would forthwith resign and leave both parties to work out their own salvation.

Under these circumstances and under the vote of the Association, the Directors agreed to accept such surplus plan as the Commission should decide. The dealers also agreed. The Commission then proposed a surplus plan calling for suggestions and criticism on the part of the dealers and producers. The records of the Commission show that the Producers' Association suggested many changes in the plan and it was held up for sometime to determine the advisability of such changes. Several of these were later incorporated in the plan.

Finally in conjunction with prices announced for May and June, the Commission announced the surplus plan which has since been in operation.

Early in the summer, when the returns under the surplus plan show that in some respects it was discriminatory and harmful to the interests of the producers, the representatives of the Association moved for the amendment of the surplus plan in such wise as to protect the interests of the Producers. In September at the hearings for the establishment of prices for October, November and December, the producers asked that dealers be not allowed to charge-back to producers any loss on surplus milk for October, November and December, claiming that any surplus which arose in those months was due not to excessive production by dairies regularly furnishing milk to the Boston market, but to excessive purchasing by the dealers beyond the ordinary and regular needs of their whole milk business.

The Commission declined to so rule for the month of October. The producers thereupon asked that prices be made for October only, and they were so made.

At the hearing for the establishment of prices for November and December, the producers again requested that such prices be made without loss on surplus being charged to the producers. Matters reached such a point that a memorandum was filed with the Commission by the Producers' Association, demanding that in case a surplus charge-back were permitted, a further hearing be held. In this notice, as originally written the statement was made, that if a surplus were charged back to the producers for the month of November and December, the NEMPA would be called together

(Continued on page Fourteen)

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Entered as second-class matter, July 30, 1917, at the postoffice at Boston, Massachusetts, under the Act of March 3, 1879.

Acceptance for mailing at special rates of postage provided for in section 1103, Act of October 3, 1917, authorized July 13, 1918.

TRUTH AND LIGHT.

It is high time that the city dweller be told the truth about agriculture and that the false impression that farmers have been profiteering or that they are to blame for the high food prices be cleared away at the earliest possible moment. If this is not done the chasm which is widening so regrettably between the producer and consumer is likely to engulf both and result in the most disastrous consequences.

Farmers' organizations are demanding as the farmers' right that the truth shall be told concerning agriculture. They insist that in spite of high food prices agriculture as a whole is not remunerative. They deeply resent statements continually appearing in the city press which would show that farmers are profiteering.

A very heavy responsibility rests on the newspapers, if in seeking to gain the laudits of city populations who for the most part are woefully ignorant of farm problems, they add to the spirit of unrest prevailing throughout the country at the present time.

Appeals to passion, prejudice and ignorance will not settle the problems of high prices of food or other commodities. Newspapers need to be punctiliously fair in the matter of presenting the farmers' viewpoint along with that of the consumer. City people have a right to know that agriculture in the United States taken as a whole is in an unsettled and difficult position that farmers right now are sick at heart because of attacks of ignorant or vicious interests who would have the produce wheat, livestock, milk, and other products at an actual loss; and that many will curtail their operations or go out of the farming business.

A fair minded, patriotic press will

publish all the facts in the case and will be a public benefactor to the entire nation. Farmers are ready to lay all their cards on the table and will welcome fullest publicity.

The Department of Agriculture has carried on investigations for a number of years in regard to the cost of production or distribution of cereals, livestock, milk and other products. It has shown a reluctance to make these investigations public. Authoritative data on the cost of distribution of whole milk in many of the large cities was ready for publication in the spring of 1917. The editorial staff which carries an a rigorous censorship of all material offered for publication would not give endorsement to this data because, as it was stated, it would "lend itself to propaganda purposes" and was just what the milk producers' organizations were looking for to bear out their contention that they were not receiving reasonable prices or fair treatment from the distributors. In fairness to the Bureau of Markets, it should be said that data on the milk question is now being published in bulletin form. Farmers should also remember that the Department of Agriculture is supported by popular taxation which gives to strongly organized commercial interests such as the milk distributors an opportunity to protest against the publication of any facts which might be construed as "unfriendly"—all of which is an argument for an organization at the National Capital which can make investigation and publish findings without reference to the wishes of milk distributors or others.

ACCOUNTS.

We have received reports from local meetings at which over 1000 men pledged themselves to keep records, on the approved forms, to show the cost of making milk.—Splendid!

There never was such interest shown in cost accounting among New England milk producers. All seem to realize that if we expect to get a price that will sustain the industry, we must know what the product costs. The NEMPA asked the Federal Milk Commission to indicate what sort of figures it would accept as establishing the cost of production. The Commission asked the cooperation of the several state colleges in working out a simple form of accounting. It was worked out and is placed in the hands of the Farm Management department of the several state colleges. Account books are furnished free and a man from each college has general charge of the work. We send the names of those who will keep accounts to these leaders from the Colleges who arrange to meet such men and go over the whole matter in detail with them, assisting them to open the accounts. Later these men with the County agents will help every possible way when any question comes up that the farmer does not understand. They will also help close up the account at the end of the year.

We heartily appreciate the work of these college men and county agents. The accounts kept during the coming

months will be used as a basis for price making in the sale of milk. There will be no more "guess" and "think" what the price ought to be. We will know.

For the first time in New England we will have a set of figures on which we can base demands for cost plus reasonable profit, figures which will prove our case.

But it will be absolutely necessary that the largest possible number of producers keep cost records. Don't "let George do it." Send in your name and start a simple accounting system that will show what it costs you to make milk. Then you will know what you have got to get to stay in the business.

Another view of this matter can be had from the following announcement. It shows how business-like farm operations help a man's credit.

"FARM MANAGEMENT NOTES."

By A. B. Genung, New Hampshire College, Durham, N. H.

A banker called up the County Agent at a certain Farm Bureau Office and asked him to drop in at the bank.

Arrived there the banker said, "Mr. So-and-so out east here has notes coming into this bank off and on, and occasionally he borrows small amounts of us or short time notes. While he is a man whom we regard as perfectly sound financially, yet I am interested to know what your estimate is of him as a farmer."

"Well," replied the County Agent, "I should say that this man is a pretty good farmer in the long run. Of course, every farmer has his good and bad years; and I happen to know that Mr. Blank did not save a great deal of money last year. But that was because of circumstances which he could hardly help,—family matters. His farm makes money, as his farm account book distinctly shows. Year in and year out, I should call him a good farmer."

"What do you mean by his farm account book?" asked the banker. "Is that some special book connected with the Farm Bureau work?"

"Yes, in a way," answered the County Agent. "New Hampshire College puts out a book specially designed for keeping a year's farm record in this state, and we furnish it free to any farmer who wants to keep one. We also help balance it up at the end of a year if desired, and help in studying the business, in the light of making improvements where such are possible."

"Well," said the banker, "I'm glad to know that Mr. Blank is keeping one of those account books. That's certainly a good business recommendation for any farmer, large or small."

It is indeed a good recommendation. It is good business to keep one, too! No surer way to tell what's good and what's bad in your farming. Write a card immediately to your Farm Bureau, or to New Hampshire College, and have a book sent to you. It costs nothing, and March 1 is an excellent time to start one.

HOTEL ACCOMMODATIONS.

Boston is well provided with hotels and ordinarily ample accommodation is available. It will be well for those who attend the annual meetings of the NEMPA Feb. 27 and 28 to engage rooms in advance. This will be especially true at the headquarters hotel, the American House. If you want a room at the American House engage it in advance. Rates are from \$1.50 per day up.

NEW ENGLAND CONFERENCE FOR RURAL PROGRESS.

This conference will hold its annual meetings on Feb. 28th and March 1st.

The Dairy section will meet at the American House Friday afternoon, Feb. 28th. All members of the NEMPA are invited to attend this session.

Richard Pattee, manager of the NEMPA will preside. An address will be made by Dr. Clyde L. King, Philadelphia, Pa. followed by a discussion of the surplus problem by Dr. A. W. Gilbert, Sec'y Milk Commission; Prof. J. W. Sanborn, Pres. Granite State Dairyman's Assn.; E. L. Bradford, manager Turner Centre Assn.; Isaac Whiting, of D. Whiting & Sons.

The conference committee on uniform legislation, appointed by the joint dairy interests of New England will submit a report and recommendations which will be open to general discussion.

WHERE NEW ENGLAND HOMESTEAD STANDS.

February 5th, 1919.

Mr. G. C. Sevey, Editor,
New England Homestead,
Springfield, Mass.
Dear Mr. Sevey:

I want a plain statement from you of what you actually think of the NEMPA and whether it is worthy of all the time, money and strength we are putting into it.

Is this movement as it has been and is now conducted, worth while to the farmers? Speak in plain English and don't be afraid to tell us wherein we have failed.

NEW ENGLAND MILK PRODUCERS' ASSOCIATION.

RICHARD PATTEE,
Manager.

FROM THE NEW ENGLAND HOMESTEAD.

Springfield Mass., Feb. 7, 1919.

Mr. Richard Pattee,
26 Broad St.,
Boston, Mass.
Dear Mr. Pattee:

You ask what I think of the New England Milk Producers' Association. I might fill a half dozen closely written pages detailing the whys of my being so enthusiastic a rooter for your far-reaching organization. As you, and the milk leaders who have preceded you, know, I have been in very close touch with the various associations representing New England milk producers the past fifteen years. I can conscientiously say that in my judgment the NEMPA has accom-

(Continued on page Six)

PROVIDENCE, R. I.

PRICES FOR JANUARY, FEBRUARY AND MARCH.

In Providence two general sets of prices are made. The dealers, except Providence Dairy Co., are required to pay full price for all milk bought, but not required to take all the milk their dairies make. They are to pay the full price for standard milk delivered at Providence. Their price at any point in the country is the price at Providence, less freight and can express, as indicated in the accompanying Table I.

TABLE I.

Deductions allowed all dealers except Providence Dairy Co. on milk shipped from stations between Westerly and Providence and Willimantic and Providence.

Zone	Miles	Deductions per Can Shipped in	
		10 qt. cans	20 qt. cans
1	1-20	.0578	.0952
2	21-40	.0678	.1052
3	41-60	.0778	.1302

January price f. o. b. Providence .975 per 10 quart can
1.950 per 20 quart can

Prices at railroad station per can by zones
Shipped in

Zone	Miles	Deductions per Can Shipped in	
		10 qt. cans	20 qt. cans
1	1-20	.917	1.855
2	21-40	.907	1.845
3	41-60	.897	1.820

February price f. o. b. Providence .963 per 10 quart can
1.925 per 20 quart can

Zone	Miles	Deductions per Can Shipped in	
		10 qt. cans	20 qt. cans
1	1-20	.905	1.830
2	21-40	.895	1.820
3	41-60	.885	1.795

March price f. o. b. Providence .95 per 10 quart can
1.90 per 20 quart can

Zone	Miles	Deductions per Can Shipped in	
		10 qt. cans	20 qt. cans
1	1-20	.892	1.805
2	21-40	.882	1.795
3	41-60	.872	1.770

The Providence Dairy Company buys all its milk by weight and test, takes all its producers make and is granted the Regional Milk Commission surplus allowances. It operates one milk receiving plant at Willimantic, Conn. It collects milk on an electric line in New London County, Conn., and transfers it to the steam road at Westerly, R. I.

Its operations are so adjusted that three price tables are required.

For milk handled through the milk station at Willimantic the Providence Dairy Company will pay the full price delivered in Providence, less cost of getting it there including freight, station expense and use of cans. Being bought by weight and test with an extra price for excess butter fat, the expense of weighing, sampling and testing is further deducted.

The price at the receiving station at Willimantic is shown in Table II.

TABLE II.

Deductions allowed to the Providence Dairy Co. on all milk passing through the Willimantic concentrating plant and shipped to Providence.

Deductions Per Cwt.	Shipped in
	20 qt. cans
L. C. L. Freight rate	.2674
War tax on freight	.0080
Can service	.0353
Station expense	.2410
Accounting and testing	.0350

Total per cwt. .5867
January price per cwt. f. o. b. Providence \$4.5338
Less deductions allowed .5867

Net to producers at Willimantic \$3.9471
February prices per cwt. f. o. b. Providence \$4.4756
Less deductions allowed .5867

Net to producers at Willimantic \$3.8889
March prices per cwt. f. o. b. Providence \$4.4175
Less deductions allowed .5867

Net to producers at Willimantic \$3.8308

Milk collected by trolley and transferred to steam trains at Westerly, R. I., bears the freight charge from Westerly, the cost of transfer from the electric to steam cars and the other charges as from Willimantic, Conn., except station expense. Prices paid by the Providence Dairy Company for above milk is shown in Table III.

TABLE III.

Deductions allowed to the Providence Dairy Company on milk shipped from Norwich via Westerly to Providence.

Deductions Per Cwt.	Shipped in
	20 qt. cans
L. C. L. Freight rate	.2674
War tax on freight	.0080
Can service	.0353
Weighing, testing and accounting	.0750
Transfer from electric to steam railroad at Westerly	.0550

Total per cwt. .4407
January price per cwt. f. o. b. Providence \$4.5338
Less deductions allowed .4407

Net to producers at Westerly \$4.0931
February price per cwt. f. o. b. Providence \$4.4756
Less deductions allowed .4407

Net to producers at Westerly \$4.0349

(Continued on page Eight)



BESIDES the cash additions it makes to the net profits of your business—

The International motor truck keeps your customers satisfied.

There is a limit to the amount of work horses can do. That limit changes with the seasons, with the weather, and with the conditions of the streets and roads. Horse deliveries and horse hauling mean disappointed customers at times, or customers satisfied at ruinous expense.

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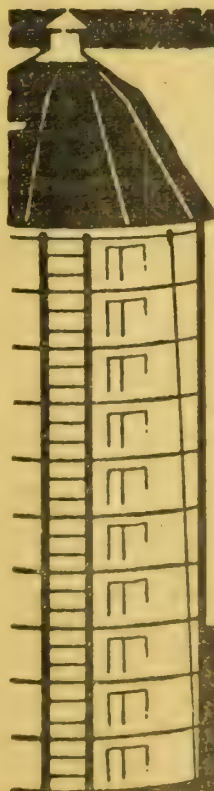
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MONEY WELL INVESTED

will always bring results. In the dairy business you know that when you invest a sum of money in a herd of pure breed milch cattle you expect better results than if you invested in a herd of scrub cattle. Why? Because you are assured when you buy pure breed milch cattle you will get milk producers.

In the same way dairymen know that when they use



they are using a cleaner that will keep their milk utensils in the most cleanly and sanitary condition at all times.

Thousands of dairymen are using it with profitable results. Why not you?

It Cleans Clean

Indian in circle



Order from your supply man on our money back guarantee.

The J. B. Ford Co.,
Sole Mnfrs.,
Wyandotte, Mich.

(Continued from page Four)

plished more in its comparative youth than all of the former associated milk movements combined. This is in no way a reflection upon the former efforts. The leaders in those days were just as true, just as loyal and just as capable as those we have today. They blazed the trail and opened the way for the success of the present organization.

The NEMPA made a great forward stride when it popularized the idea of collective bargaining. In former years it was a case of semi-annual chewing matches between dealers and directors of the farmers' organization—each calling the other about all the names in the catalog, and eventually getting together on a more or less "jug-handled" basis, whereby dealers went out into the country and made their trades with individuals to suit themselves. With the advent of the NEMPA came the real application of "in union there is strength." The organization became the selling agent of its members, and the old days of middlemen dealing with each individual milk producer went into the scrap heap of inefficiency. As conducted, this collective bargaining of the NEMPA is thoroughly legal and will stand the acid test of the Sherman Anti-Trust law. I can hardly conceive of a milk producer desiring to go back to the old days of bluff and bluster, cheap talk and powerless individual effort.

Not for one minute do I believe the NEMPA is perfect. However, its exceedingly valuable work so far outweighs its minor deficiencies that any fair-minded dairyman in his right senses will gladly put his shoulder to the wheel and help push toward further success. In public addresses, in personal conversation, and editorially, I always urge the most loyal support of the NEMPA.

I wonder how many producers have asked themselves the question: "Where would milk producers have been the past year without the NEMPA to present their case to the regional milk commission?" Even with the organized and capable work done through that period by the NEMPA, farmers know too well that prices have not been any too high. Remembering this, what would have been the result had there been no NEMPA? Furthermore, I sometimes think producers in their very proper anxiety to place emphasis upon prices, fail to grasp the significance of conditions that make those prices. By this I mean a real organization will aim to systematize and standardize the business. That is exactly what the NEMPA is doing. In days gone by, the organization of producers discussed only Boston prices. Now, we have the NEMPA with marketing committees in such cities as Portland, Manchester, Nashua, Lowell, Lawrence, Worcester, Providence, Fall River and Springfield. It is more truly a New England organization of milk producers. I also observe the wholesome effect of uniform prices. As now conducted, any producer in New England shipping milk to Boston or any of the

(Continued on page Nine)

BETTER BEDDING AND EASIER TO HANDLE

NOT ONLY BETTER --- more sanitary, easier to handle and store---but it costs less and goes farther. Being a wonderful absorbent it makes it easy to keep a sweet, clean barn, and its absorbing qualities also make it an unusually valuable fertilizer. Write for *right* prices and buy now.

Deliveries will be uncertain this winter.

Write

Baker Box Co., Worcester, Mass.

BAKER'S

DAIRYMAN'S SAWDUST

Larrowe Feeds Are Guaranteed

Dairymen who have used LARRO-FEED and LARROWE'S BIG SIX COMPLETE DAIRY FEED need no other evidence of their superiority. The fact that LARROWE PRODUCTS are guaranteed assures dairymen that in these feeds they secure the very best results obtainable.

For years LARROWE PRODUCTS have been recognized among leading dairymen as the

Standard of Excellence

Avoid disappointment and the uncertainty of feeding a ration that is not backed by the guarantee of the manufacturer. Insist that your dealer supply

you with LARROWE PRODUCTS—and you will solve your feeding problems. You take absolutely no risk—you dealer is authorized to refund money if any of the LARROWE FEEDS fail to give you the results claimed for them.

LARROWE PRODUCTS

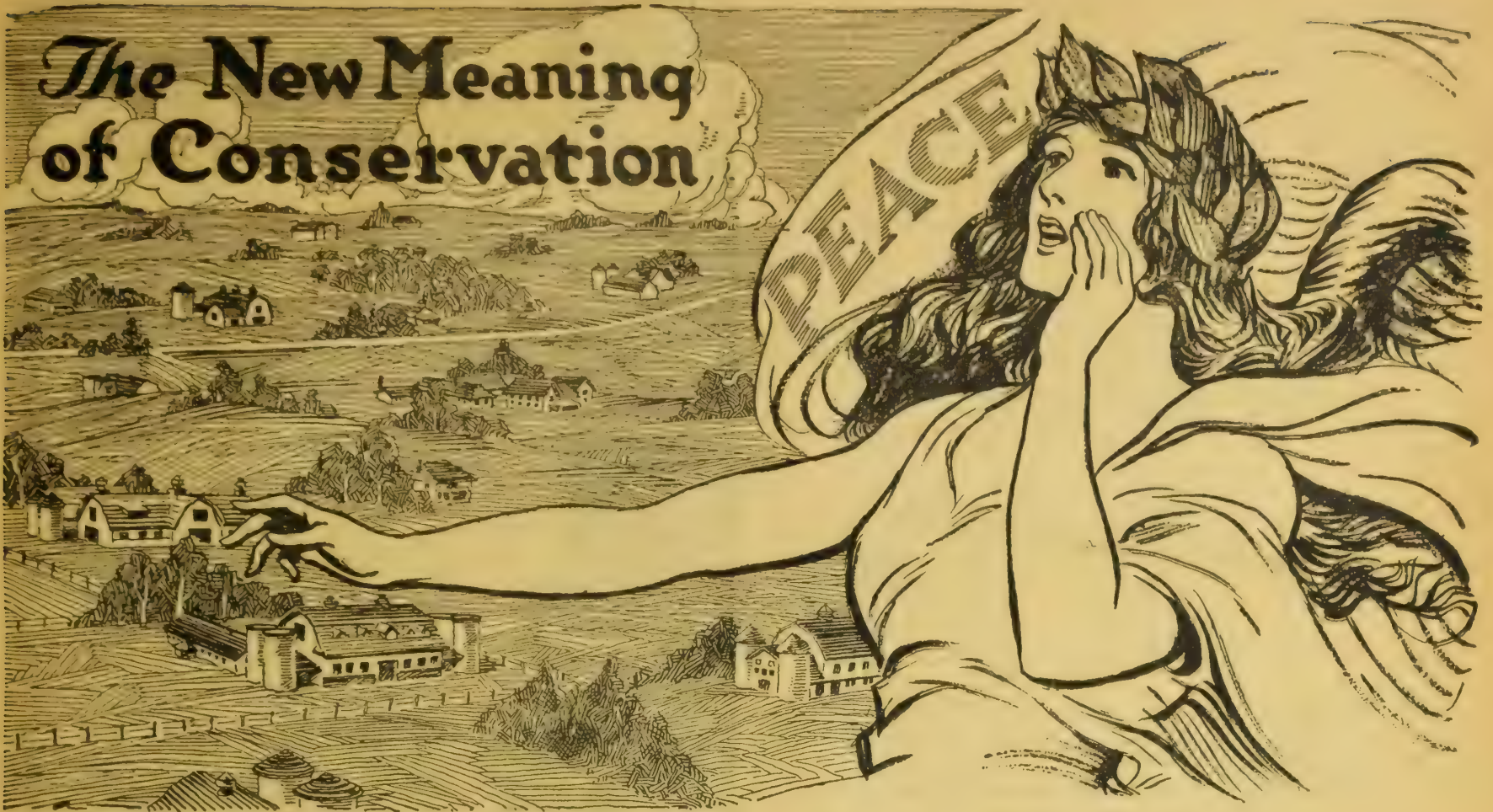
LARRO-FEED: A ready ration for dairy cows. (The original Larrowe Product.)

LARROWE'S BIG SIX COMPLETE DAIRY FEED: Another LARROWE QUALITY Product.

LARRO-MASH: For laying hens. Promotes increased egg production.

LARROWE HOG FEED: For brood sows and growing pigs.

The Larrowe Milling Co.
3800 Larrowe Bldg. Detroit, Mich.



The Greatest Hour of the Dairy Farmer

"There are no substitutes
for dairy foods"

Now that the war is over, the farmer's responsibility and opportunity are greater than ever—for the American farmer and dairyman must literally feed the world. It means greater production and getting the *most* out of that production. Waste of time or of product is as unpatriotic now as it was during the war. But the dairy farmer can look with confidence for cooperation from the American manufacturers of *efficient* farm equipment—such as Sharples Milkers and Sharples Separators.

SHARPLES MILKER

"The ONLY Milker with a Squeeze"

The Sharples Teat Cup with "the Upward Squeeze" is the *only* method that provides massage and relief for the teats. No other milker can or does have this patented compressed air principle—which should not be confused with

"atmospheric air" that *does not* exert a pressure, nor provide a squeeze or massage.

The Sharples way means faster milking, and that generally means increased yield. A 12 year old boy can do as much or *better* with a Sharples, as three men with hand milking.

There are few more interesting stories than the Sharples book on "Velvet for Dairymen." Write for it today to nearest office.

Address Dept. 57

THE SHARPLES SEPARATOR CO., West Chester, Pa.

Sharples Suction-feed Separators—Skim Clean at any Speed

BRANCHES:

CHICAGO

SAN FRANCISCO

TORONTO

(Continued from page Five)

March price per cwt. f. o. b. Providence \$4.4175
Less deductions allowed .4407
Net to producers at Westerly \$3.9768

The Providence Dairy Company receives milk at points where there are no receiving stations or transfer expense. At such points the deductions from the price delivered in Providence are transportation, can service, sampling, weighing and testing.

The price in the various zones other than at Willimantic and on the Westerly trolley milk is shown in Table IV.

Deductions allowed the Providence Dairy Co. on milk passing through all stations, except Willimantic and Westerly.

TABLE IV.

Zone	Miles	Deductions per cwt. Shipped in 20 qt. cans
1	1—20	.3018
2	21—40	.3257
3	41—60	.3857

January price per cwt. f. o. b. Providence \$4.5338
Price by zones at shipping stations

Zone	Miles	Shipped in 20 qt. cans
1	1—20	\$4.232
2	21—40	4.208
3	41—60	4.148

February price per cwt. f. o. b. Providence \$4.4756
Price by zones at shipping stations

Zone	Miles	Shipped in 20 qt. cans
1	1—20	\$4.174
2	21—40	4.150
3	41—60	4.090

March price per cwt. f. o. b. Providence
Price by zones at shipping stations

Zone	Miles	Shipped in 20 qt. cans
1	1—20	\$4.116
2	21—40	4.092
3	41—60	4.032

ONCE MORE

One more last and final appeal to those who joined the Association but have failed to pay dues. Unless a member supports the organization he cannot expect to be a part of it. We hate awfully to cross off the names of those who once joined. Therefore we ask such as are shipping to dealers

to sign the order on the dealer, cut it out and send it in.

We ask those who are not selling to dealers to sign the pledge to pay their local secretaries and send that in.

Those who fail to do either must be dropped.

CUT OUT HERE

ORDER

Date.....191

(Dealer)

To

The undersigned member of the New England Milk Producers' Association hereby authorizes and directs you to deduct one half of one per cent from the moneys due or to become due to him for all dairy products sold by him to you, and to pay over the amount so deducted by check to the said Association, at the time of each payment to him of the balance of said moneys. This order is to continue in force until revoked by him in writing.

Signature

Address

CUT OUT HERE

PLEDGE

Date.....191

The undersigned member of the New England Milk Producers' Association hereby agrees to pay one-half of one per cent of the amount received for dairy products, to the Secretary of the local branch of said Association to which he belongs, in quarterly payments, beginning January 1st, 1919.

(Signature)

(Address)



EASY TO ADJUST HOOPS



FEEDS AT DOOR LEVEL

You Get These Advantages Daily in the UNADILLA SILO

Twice a day for 6 or 7 months—you or your man climbs the silo. Twice a day for the same period silage must be forked out, 30 to 60 pounds per head. Tons of silage must be handled by hand.

Then again, the hoops must be tightened when silo is empty and drying out, especially during the first few seasons in use.

The Unadilla Silo is the only silo that provides for your convenience perfectly—day in and day out. A patented door front ladder, rungs wide enough, only 15 inches apart, providing a reliable tread, staunch and every-ready, makes going up or coming down easy for man, boy or woman. It makes tightening of hoops at the door front a few minutes' easy, one-man job—that cannot easily be neglected.

Air-tight doors push in and slide up or down—easily and always. They can't stick or freeze in. This makes entrance into the silo safe and easy. It makes silage forking simply silage dumping at a door level. No back-breaking forking, waist high, or overhead.

These are advantages you must not overlook when purchasing a silo that will last a generation and be in use 300 to 500 times a year.

The Unadilla has many other exclusive features. Many years of specializing in one product, produced them for you.

A big, well-illustrated, facts-full catalog, with early-order discount offer, comes free on request.

SEND TODAY

Good Agents can have a few open territories.

UNADILLA SILO CO

Box X
Unadilla, N. Y., or
Des Moines, Ia.





Complete! Balanced! Ready to Feed!

Here's a better feed than you can mix. It has just the right percentage of protein, fat and carbohydrates. It has been tested and proved and now we guarantee better results than you ever had.

International Ready Ration

Is Easier — Safer — Better to Use

Banish the fuss, muss and bother of mixing. Do away with the danger of poor quality ingredients, and the risk of shortage of material.

Makes More Milk—Try It!

International Ready Ration will produce more milk from every cow and keep your herd in the best condition. Quality, as well as results are guaranteed.

Order a ton today from the nearest International dealer. If he is not conveniently near you, send your request to us.

Manufactured only by

INTERNATIONAL SUGAR FEED CO.

Minneapolis Minnesota





TOP QUALITY

BOTTOM PRICE

BALED SHAVINGS

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.

ALBANY, N. Y.



PIONEER
BALED SHAVINGS

(Continued from page Six)

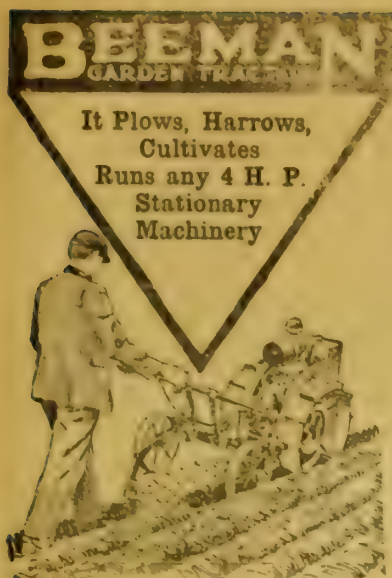
titles named, knows the delivery price, and has only to deduct the freight, can and station charges to know exactly what he should receive, regardless of whether he lives north, east, south or west from the market.

I have been both surprised and disappointed to hear that some farmers who are patronizing creameries or cheese factories or even making butter at home think they owe no obligation to the NEMPA. As a matter of fact, they are just as much concerned in the success of the organization as are the shippers of milk. If the NEMPA is not successful in securing prices for milk which do not pay as well or better than making butter or cheese, then there will be fewer shippers of milk, and more to manufacture butter and cheese and put their product in competition with that of the men who are now in the business. There is bound to be a balancing differential between prices of milk, butter, cheese, and all dairy products. It is of vital importance to the butter maker and cheese maker that prices and conditions governing the whole milk trade be sufficiently favorable to encourage that industry. Here is where the NEMPA is rendering a great service to the butter and cheese factory patrons. They should unquestionably support the organization just as the milk shippers themselves support it.

One other thing that is a source of much regret and even disgust, is that some milk shippers, through carelessness or cussedness, refuse to give financial support to the organization which is fighting their battles. The small deduction for the service rendered is so nominal that it is not worth mentioning, yet in the aggregate it amounts to a great deal to the organization. The customary commission for selling farm produce, as every milk producer knows, is from 5 to 10%. Yet the NEMPA markets milk and fights for the highest price possible (much more than any commission dealer ever does) and then charges only one-half of 1% for its service. The dairyman who objects to this is so small he can crawl through the eye of a needle with his fur overcoat on. I am charitable enough to believe that in the vast majority of cases the farmers who are not giving financial aid do not understand the conditions. However, it is a part of their business to understand them, and when our dairymen do better understand their business, there will be less talk about dairying does not pay. What New England dairying most needs today is more farmers who can make dairying pay, and fewer who are conducting it at a loss. That is just what the NEMPA is working twenty-four hours a day, three hundred sixty-five days in a year, to accomplish.

Yes, Pattee, you can put me down for a loyal rooter for the NEMPA. I have not been through the mill the past fifteen years for nothing. There is a lot of work ahead, but the fine success of that already accomplished should inspire us all to tackle the coming problems with renewed vigor and loyalty.

G. C. SEVEY, Editor.



The Market for Food Products Is Better Than Ever
It must remain so for a long time. Get ready to raise big crops and to take care of them at a reasonable cost for labor.

THE BEEMAN TRACTOR

plows, harrows and cultivates. Takes the place of a horse

Good for Big Farms
Good for Little Farms

Drives saws and belted machinery—4-horse power at the belt.

It will pay you to get further information

Ask for Beeman Catalog 56 B. B. BRACKETT, SHAW & LUNT CO.

1 Washington Street, Boston, Mass.
also Somersworth, N. H.

WERE NOT SHOOTING THE BULL

WHEN WE SAY THAT DR. DANIELS' COW INVIGORATOR

WILL GIVE THE COW STRENGTH—MORE AND BETTER MILK

LARGE BOX 50 CENTS

DR. A. C. DANIELS (Inc.) BOSTON, MASS. ASK YOUR DEALER ABOUT IT

This Cow Medicine is all Medicine. No Bran, Clay or other filling. IT IS a Medicine that shows RESULTS.

Money Back Kind—if you are not satisfied, your dealer will refund or you can write to Dr. Daniels.

It means better health.

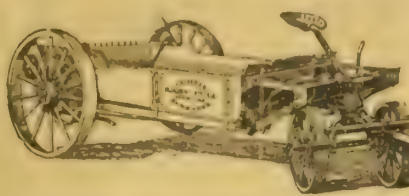
More Strength.

More and better Milk and stronger calf.

If your dealer does not have it send 50c for a sample package to

Dr. A. C. Daniels, Inc.
172 Milk St., Boston, Mass.

The Curtis Easy-Pull Manure Spreader



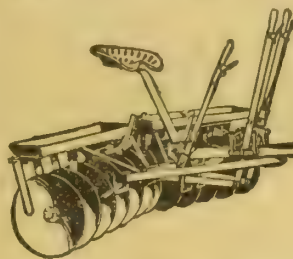
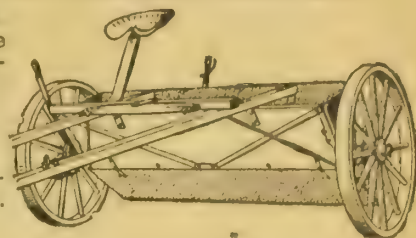
A High Wheel Low-Down Spreader
Easy to Draw. Can be drawn with a pair of light horses. Body does not strike ground when turning out into field, ditch or gutter. Wheels not in way of loading. Even Spreading. The manure is spread evenly and economically. No Intermediate Gear or Stud Shaft.

The Worcester Lime and Fertilizer Distributor

A DEPENDABLE DISTRIBUTOR
Designed Right—Built Right—Price Right—Both Wheels are drivers, independent from axles.

EASY RIDING—RUSTLESS—BROAD TIRES

Arching overcome by special construction of feed Shaker lever. Made in three sizes.



The Worcester Disc Harrow

Strong, yet Flexible. Round Disc or Cut-out Disc for 1, 2, or 3 horses. Nothing better made.

Tractors

For hauling, plowing, harrowing and general work; four-cylinder engine, Dixie magneto, not too heavy. Particularly adapted for New England farms.



Write to Dept. D and ask for catalog of whichever implements you are interested in.

THE RICHARDSON MFG. CO.,

Manufacturers of FARM IMPLEMENTS

Worcester, Massachusetts

TRACTORS ENGINES LIME AND FERTILIZER DISTRIBUTORS
DISC HARROWS MANURE SPREADERS FARM TRUCKS

MONEY FOR FARMERS

LOANS FROM 5 TO 35 YEARS AT 5½%

No Commissions—No Renewals—No Worry

We loan money to actual or prospective farm owners on 35-year mortgages at 5½% interest. You may use the money

To buy or improve farm lands and erect buildings,
To buy live stock, fertilizers, and equipment,
To pay off existing mortgages and debts.

The mortgage may be entirely canceled in 25 years by paying 6½% annually—5½% for interest and 1% on the principal. Or you may pay off all or any part of the principal at any time after 5 years. We loan as little as \$100 or as much as \$10,000, according to your needs and security.

Write for full particulars today—if you live in any of the States listed below. Our territory comprises:

Maine

Rhode Island

New Hampshire

Connecticut

Vermont

New York

Massachusetts

New Jersey

THE FEDERAL LAND BANK

150 State Street, Springfield, Mass.

WHEN WRITING BE SURE TO GIVE THE LOCATION OF YOUR FARM

SAVE HALF Your Paint Bills

BY USING Ingersoll Paint. PROVED BEST by 75 years' use. It will please you. The ONLY PAINT endorsed by the "GRANGE" for 43 years.

Made in all colors—for all purposes.

Get my FREE DELIVERY offer.

From Factory Direct to You at Wholesale Prices.

INGERSOLL PAINT BOOK—FREE

Tells all about Paint and Painting for Durability. Valuable information FREE TO YOU with Sample Cards. Write me. DO IT NOW. I WILL SAVE YOU MONEY. Oldest Ready Mixed Paint House in America—Estab. 1842. O. W. Ingersoll, 235 Plymouth St., Brooklyn, N. Y.

Wise Bees Save Honey



LAST DIVIDEND AT RATE OF

4½%

DEPOSITS DO ON INTEREST QUARTERLY

Wise Folks Save Money

Your Dairy Profits

could not be put to a safer, more practical use, than in starting a Home Savings Bank Account. Start now—SAVE—and stick to it.

WRITE FOR "BANKING BY MAIL"

HOME SAVINGS BANK

Incorporated 1869

75 Tremont St., Boston.

GUESTS OF NEMPA.

By vote of the Directors "Uncle" Ed. Q. Colby of Whitefield, N. H., President of the old NEMPA, has been invited to be the guest of the Association during its coming sessions. Bro. Colby has accepted and his many friends will be glad to greet the man whose grit and determination is largely responsible for our present success. Some of us remember when days were dark that "Uncle Ed" stepped into the breach and promised to put this movement across if it was humanly possible. Even Pattee resigned, three times, but "Uncle Ed" wouldn't accept the resignation of anyone. Crippled and suffering every minute, so deformed that he was propped up in a chair to sleep, "Uncle Ed" stuck to the proposition until it was on its feet and then declined to serve further. Here's long life and a happy old age to "Uncle" Ed Colby.

The County Agents of New England have rendered splendid service to the Milk Producers during the past year. In recognition of that fact and in the hope that every one of them may attend the annual meeting of the NEMPA tickets admitting to all sessions have been sent them and they are invited to attend the Dairymen's Banquet as guests of the Association.



Holsteins Are Rugged

The Holstein-Friesian Cow is large, strong and vigorous, full of energy and abounding vitality. It is able to turn to best advantage the roughage of the farm, converting it into large quantities of excellent milk for all purposes. She perpetuates herself through strong, healthy calves, and when useless in the dairy fattens readily and makes excellent beef.

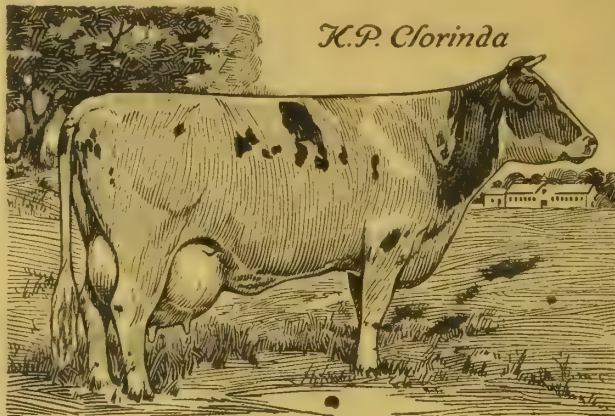
HOLSTEIN CATTLE

Send for our booklets—they contain much valuable information.

HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA, Box 300 Brattleboro, Vt.

The Proof of a Dairy Feed Is In The Milk Pail

An analysis is helpful but not conclusive. You can make a ration of stock feed, oat hulls and cottonseed meal that will have same protein content and an equal amount of fat at a less cost per sack.



Copyright 1918, by The Park & Pollard Co.

What any thinking dairyman wants is a ration that will increase the yield of butter and milk and at the same time retain his cows in perfect health; in other words, a ration that will build up his herd and not pull it down.

STEVENS 44 DAIRY RATION

was built by three of the wisest and most practical breeders of Holstein cattle in the country. Your calves will be stronger, your cattle will hold their flow of milk longer, and your milk will cost you less than any other ration you have ever used.

TESTIMONIAL

The Park & Pollard Co.,
Boston, Mass.:

Gentlemen:

We have the champion three-year-old, also four-year-old Jersey cow for butter production in New York State. Figges Bulah, which is the World Champion Jersey cow for 30 days, made 838 lbs. of butter in 8 months and 20 days. She will finish her test about April 10 and will easily make over 1000 lbs. of butter. All these test cows were fed Stevens "44", which without any question is the greatest Dairy Ration on the market.

Very truly yours,

(Sgd.) OSCAR ANDERSON,
Dairy Manager.

Note: These records are official and made under the supervision of the New York State College of Agriculture, Cornell University.

Send for special circular and the name of your nearest dealer.

The Park & Pollard Co

Boston, Mass.

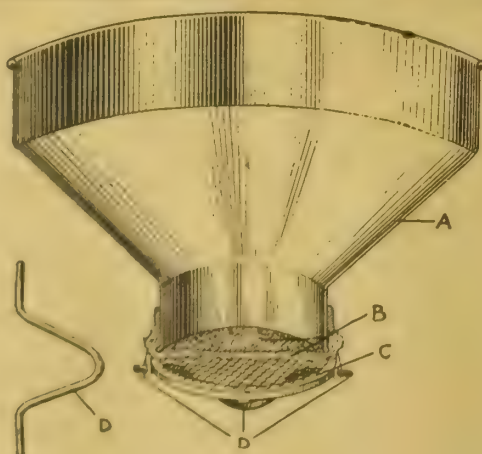
Buffalo, N. Y.

Chicago, Ill.



DIRIGO & STANDARD SILOS DIRECT FROM FACTORY

It has been our aim to build YOUR Silo NOW, in the off season, for the next summer. I'll save you even more money than ordinarily. I will DIRECT My profits, the only profit you get. My guarantee is absolute. I make the DIRIGO Silo in 10 days. It is guaranteed to last 10 years. It is the only silo that can be returned for a full refund. Write for prices and full particulars to page THREE booklet today. The Silo Booklet is sent free. Write to: Tark and Sons, 1000 Broadway, New York, N.Y.



- "A" Strainer Funnel.
 - "B" Sterilized cotton through which milk MUST go.
 - "C" Coarse wire screen ring for clamping cotton pad to bottom of funnel.
 - "D" Wire Clamp.
- THAT'S ALL.

DR. CLARK PURITY MILK STRAINER WILL NEVER WEAR OUT

Not complicated. Just a mighty good strainer that removes every bit of sediment from milk. No cloths used. No fine wire gauze to wear out. Your wife does not have to spend most of the day washing cloths and cleaning the strainer.

The only strainer made which Will Remove Fine Black Muck and Fine Dirt from Stable Floors, from Milk. Will Absolutely Remove Every Last Bit of Sediment, No Matter How Fine It May Be.

In daily use at the Conn. State Agricultural College. Approved by the U. S. Government. Endorsed by the Conn. State Dairy and Food Commission, Agricultural Colleges, Dairy and Food Commissioners, and the Smallest as well as the Largest Dairymen in the country.

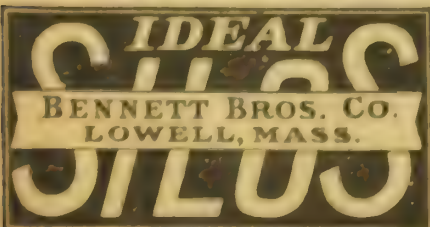
We Guarantee Our Dr. Clark Purity Milk Strainer to Remove Every Last Bit of Sediment from Milk, and to Remove Sediment which No Other Strainer will.

Made in two sizes, 10-quart size, price \$2.75, is ample for ordinary herds with not more than two persons milking. 18-quart size, price \$3.75, is ample for large herds with several persons milking, or using a milking machine.

Our cotton pads are sterilized, made from special stock for straining milk. One pad sufficient for one milking for an ordinary herd. Packed 300 per carton, price \$2.00. Cost but little more than ONE CENT per day for absolutely clean milk.

C. F. KLINGER, Groton, Conn. H. C. SOULE, Canton, Maine.
General Agent for New England States. Agent for Maine and N. H.

AGENTS WANTED



(Continued from page Two)

fundamental to the success of a co-operative purchasing organization. It has been everlastingly insisted upon that an exchange is not a service institution in the sense that that word is generally used. Those engaged in the business of retailing grain, feeds, and other farm supplies are obliged to charge a large overhead in order to render these service features which the exchange should not attempt to do, because it can render them no more efficiently than the present agencies in the business.

The Exchange has been asked at several times during the year to advise on the subject of the farmers owning a warehouse where they could unload their cars and hold the goods for purposes of retailing. The policy has been distinctly to discourage this idea in every instance. The only justification of co-operative exchanges is to handle a strictly cash business on a wholesale basis and eliminate unnecessary service. Where the warehouse has been used it has led in many instances to encourage speculation, thereby reducing the efficiency of the Exchange through involving an unnecessary risk.

As a result of the organization work of the year the following voted to affiliate with the Eastern States Farmers' Exchange:

NEW ENGLAND:

New England Milk Producers' Association.

MAINE:

State of Maine Agricultural and Industrial League, Farmers' Union of Maine.

NEW HAMPSHIRE:

Rockingham County Farmers' Association, Hillsboro County Farm Bureau, Strafford County Farm Bureau, Merrimack County Farmers' Exchange, Sullivan County Farmers' Co-operative Exchange, Grafton County Farmers' Exchange, Coos County Farmers' Exchange.

VERMONT:

Orleans County Farmers' Co-operative Exchange, Caledonia County Farm Bureau Exchange, Washington County Farmers' Co-operative Exchange, Addison County Farmers' Co-operative Exchange, Lamoille County Farmers' Exchange, Windsor County Farmers' Exchange, Newbury County Farmers' Exchange, Franklin County Farmers' Co-operative Creamery.

MASSACHUSETTS:

Hampden County Farmers' Exchange, Worcester County Farmers' Exchange, Essex County Co-operative Farmers' Association, Bristol County Farmers' Association, Plymouth County Farmers' Exchange, Ayer Co-operative Farmers' Exchange, Framingham Farmers' Exchange.

RHODE ISLAND:

Providence Farmers' Exchange, Aquidneck Dairymen's Association.

CONNECTICUT:

Tolland County Farmers' Association, Farmers' Co-operative Dairy Company, Amston, Conn.

ABOUT US.

In January the Bureau of Markets in Maine arranged twenty-two meetings in eleven counties at which an NEMPA speaker was present. Mr. Pattee attended seventeen of these meetings.

Organizer Currier who is covering northeastern Vermont insists that a special edition of "The Dairyman" shall be issued, printed in French. Since 1914 many French families from the Province of Quebec have bought dairy farms in northern Vermont.

In January 444 new members were

enrolled in the NEMPA. During the first week in February 199 joined representing 2875 cows. Watch us grow!

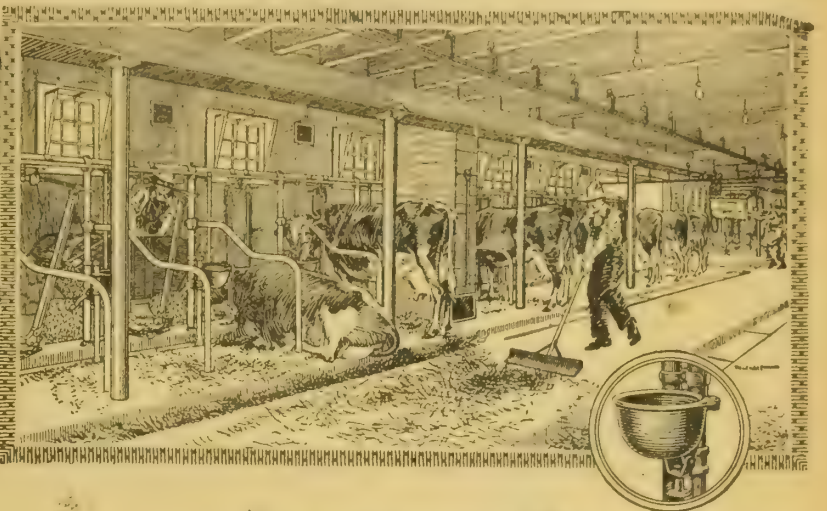
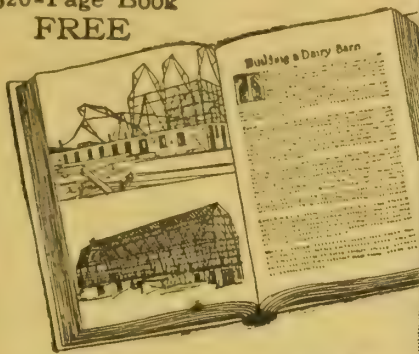
The mailing department of "The Dairyman" has been discontinued. This work being now done by a regular mailing agency. We want to keep track of its efficiency and as the Irishman said, "If you don't get this let us know."

Please notice that this issue of The Dairyman has 16 pages and carries more advertising than ever before. The prospect is that the March issue will go to 20 pages. It will carry a full report of the January prices and of the annual meeting of the NEMPA.

Few people realize what an amount of work has to be done in the office. Our office organization is as follows:

Richard Pattee—General Manager.
W. P. Davis—Assistant Manager.
Miss Burleigh—Bookkeeper.
Miss Milne—Asst. Bookkeeper.
Miss Murphy—Stenographer.
Miss Connolly—Stenographer.
Mr. Wear—Advertising Manager.
Miss Foote—Membership Accountant.

Every one of these people has more work than he or she can do. The office system has recently been revised to economize time. Short cuts have been adopted wherever possible without sacrifice of accuracy.

320-Page Book
FREE

— James Cups — Make More Milk Save Work and Fuel

Four billion pounds more milk—\$140,000,000 added profits—may be had *this winter* by farmers in the principal dairy states, simply by watering cows properly.

That's a sensational statement, but it's simple fact, proven by many cow testing and other milk records.

Water—the simplest means of increasing milk yields, that element which is almost as free as air yet as important as high priced feed—is usually disregarded by dairymen.

Those dairymen who realize how greatly milk flow is increased by James Drinking Cups are reaping huge profits on their investment.

Reports based on milk records of 27 herds, 739 cows, show an average increase per cow per day of 2.45 lbs. (490 lbs. per season, which at \$3.50 totals \$17.15) and a saving each winter of \$2.50 in labor and 56 cents of fuel.

Other reports and other investigations confirm these figures.

Write today for booklet giving full details regarding James Cups and the James Free Trial Offer.

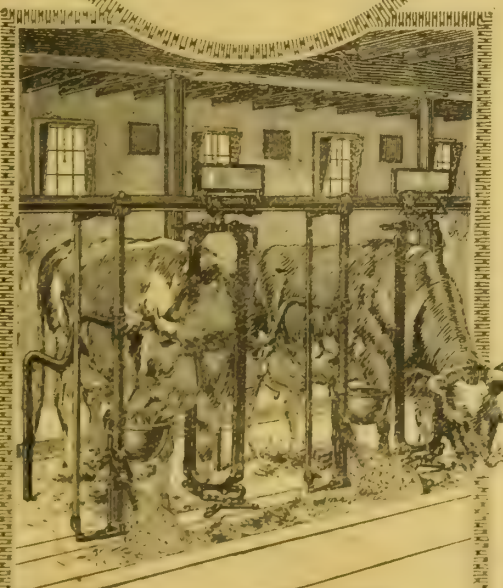
Other James inventions that increase milk yields, save labor and save feed are the Mor-Milk cow stalls, stanchions, mangers, ventilators; James steel pens for cows, calves, bulls, sheep and hogs; manure, feed and milk can carriers; swinging cranes; bull staffs; floor scrapers; supporting columns; and horse stable fixtures.

Ask for 320 page book—"The Jamesway"—telling all about these inventions, about barn planning and James free barn plan service.

Let James equipment solve your barn problems—mail coupon now.



The Old Way



The James Way

James Mfg. Co. Ft. Atkinson, Wis.
E 1 m i r a N. Y.
Labor Saving Barn Equipment

TEAR
OFF
COUPON

Send free book on barn planning, ventilation and equipment. Also James Barn Magazine (free).

I have _____ cows. I hope to build _____ remodel _____

about _____ Am interested in Stalls (), Stanchions (),

Carriers (), Drinking Cups (), Ventilators (), Steel Pens (),

Name _____

R. R. Station _____ P. O. _____

NED-8-3A R. F. D. _____ State _____

FINANCES IN N. Y.

It may interest New England Milk Producers, especially those who object to the expense of the NEMPA to know what it costs to run the Dairy-men's League of New York. The League has a membership of over 60,000 and is acknowledged to be the strongest organization, numerically and financially, of its kind in the world.

It has just won an 18 day fight for a living price for its members' milk. It could not have won without strong

financial support. The old day of shoe-string financial support has passed. Farmers realize that an organization that amounts to anything must have money enough to do its work properly. It isn't what one puts in but what one takes out that counts.

When 60,000 farmers put \$200,000 a year into an organization to work for their interests they may expect to get results.

In New York they got them and what they got was worth many times what they paid for it.

DAIRYMEN'S LEAGUE
TREASURER HARDIN'S ANNUAL REPORT FOR THE YEAR
ENDING NOVEMBER 30, 1918.

Income

Commission on milk sales	\$201,913.51
Brokerage on feed sales	282.45
Discount	20.83
Interest on Investments	3,093.59
Miscellaneous Income	44.68
	\$205,355.06

Expenditures

Officers' Salaries	\$ 18,216.88
Officers' Expenses	5,834.34
Directors' Expenses	17,306.59
Organization	5,924.39
County Presidents' Salaries	645.94
County Presidents' Expenses	2,682.97
Commission Auditors' Expenses	4,343.48
Local branch expenses	2,645.80
Buffalo office expense	7,379.67
Rochester office expense	2,930.52
National Milk Producers' Federation	4,000.00
Local Sales Committee expenses:	
Milton, Pa.	51.21
Syracuse, N. Y.	226.10
Utica, N. Y.	415.29
Kingston, N. Y.	36.47
Scranton, Pa.	554.44
Albany, N. Y.	524.11
Field expenses	20,161.81
Stockholders' meeting expenses	5,863.26
Legal expenses	13,307.96
Hearings and investigations expenses	909.53
Office salaries	25,468.67
Rent	5,483.25
General office expense	6,441.22
Stationery and printing	1,322.28
Telephone and telegraph	4,053.06
Postage	5,210.88
Taxes	777.91
Exchange and collection	9.80
Advertising	13,439.47
Auditing and accounting	362.50
Depreciation, furniture and fixtures	668.95
	\$177,198.85

Excess of income over expenditure\$28,156.21

(Continued from page Eleven)

Co-operative Purchasing of Farm Supplies.

While organization has constituted the major part of the work and the greater amount of time during the past year, it has been possible to develop the co-operative purchasing of Eastern States Farmers' Exchange. The total amount of this business during the year 1918 was \$1,000,000. This business was handled through an active exchange at a cost of 1 per cent. on the gross business. On making a study of conditions to ascertain the need for this type of work, we found that many of the dealers on whom the farmer was dependent for his supplies operated with an overhead expense of from 5 per cent. to 8 per cent. and in many instances even higher.

The savings which have been effected on feeds have been from \$2.00 to \$14.00 per ton, and from 5 cents to 25 cents per bushel on grain. Such results mean a real and definite saving to the farming community where the car is unloaded, ranging from \$60 up to \$500 on a single carload. On the shipments made to date, the greatest care has been exercised to obtain the best grade of products, quality being of paramount consideration, while secondary consideration was given to the item of saving.

The volume of business handled through the exchange by no means represents the volume handled by and through the affiliating local and county exchanges. A letter from a county exchange manager expresses appreciation for the services of the Eastern States Farmers' Exchange in helping them to obtain a splendid start. During the past five months in the calendar year the writer states that they have handled a total



Flush Cows After Calving

Protect your herd against Contagious Abortion and Barrenness.

Barrenness or Sterility, like Abortion, Retention of After-birth and Premature Birth, is nearly always caused by infection of the reproductive organs by the germs of Contagious Abortion. Unless this infection is promptly overcome by the use of a powerful but safe antiseptic, it may permanently affect the reproductive organs so that the cow will continually fail to stick.

Every time a cow drops a calf—whether alive or dead—by premature birth or aborting, whether the after-birth is retained or not, her reproductive organs should be flushed out, because that is where the infection is developing.

B-K, the powerful non-poisonous antiseptic, is scientifically correct for this work. Used as a douche for the uterus, it quickly brings the after-birth, dissolves the slimy albuminous matter, kills the germs, stops discharges and controls the infection. B-K does not cause straining, but is soothing and heals the tissues.

The B-K plan is simple and practical. It is giving wonderful results. A well known breeder of registered stock says:

"I want B-K for I know it is doing good. Cows that have been barren for more than a year are getting with calf."

B-K is sold by Dairy and Farm Supply Dealers, General Stores, Druggists, etc. If your dealer does not have it, send us his name.

There are over "145 Farm Uses" for B-K

FREE BULLETINS: Send for our valuable bulletin No. 52 "Contagious Abortion," also information on other farm uses and our "Trial Offer."

General Laboratories

3512 So. Dickinson Street

Madison, Wisconsin

Do You Know The Value of Molasses as a Feed?

Do you realize that you can buy it today on the basis of \$36.00, or less a ton, f. o. b. Boston?

Here Are Facts

Molasses is a 70% carbohydrate feed, with 3% protein thrown in for good measure.

Remember—it is the natural mineral properties it contains that help digest the other feeds.

This is why it makes more milk.

There is one feed molasses that meets all these requirements—

it is Xtravim Molasses

Be sure to buy that brand—Xtravim. Write us for price by the barrel.

BOSTON MOLASSES COMPANY
173 MILK STREET BOSTON, MASS.

The Latest Thing in Farm Engines



Not a Cheap Engine But the Best

No expense has been spared to make this the best engine possible, therefore the price has to be higher than a cheap one that is always giving trouble and costing repair money.

BROWNWALL Kerosene Engine

"The Engine with the Trouble Left Out"

Enclosed crank case—Cylinder and head cast in one piece
Fuel tank cast in base—Burns kerosene or gasoline.

Be sure and write us for particulars and cost. State horse-power you probably will need.
Charles J. Jager Company
15 COTTON HOUSE ST., BOSTON, MASS.
33 CANAL ST., PROVIDENCE, RHODE ISLAND
13 EXCHANGE ST., PORTLAND, MAINE

business of over \$65,000 and regretted that less than \$4,000 of that amount had come through the Eastern States Farmers' Exchange. There was expressed by this manager the same spirit of co-operation as is stated by practically every organization; namely, that they will give the preference of their business to this exchange when prices are as low as those offered elsewhere on like quality. On developing the work of co-operative purchasing numerous handicaps were suffered. There was no past business record, and disadvantages of high prices which come through the purchasing of a limited volume have been a handicap. As this volume has increased, we have been able to buy to better advantage. The Exchange should immediately establish a grain and feed department, with a buyer in charge who is a specialist in this field of work. By the choice of the right man for such position, and with evidence of increasing volume, the Exchange would certainly be able to buy as closely, on an average, as anyone engaged in the business today.

There is every reason to anticipate a volume of \$1,000,000 in grain and feeds alone during this calendar year, on the basis of the present working plan. With the addition of a buyer to the staff specializing in this department of the work there can then be obtained readily \$2,000,000 worth of business and thus enable the Exchange to render a far greater service to those whom it is organized to serve.

There have been some business houses with which the Exchange was desirous of doing business, and whose products were needed, who in the beginning refused to have anything to do with the organization because they disapproved of the general idea. This objection is being overcome rapidly and some of these same concerns send their officials for an interview on the possibilities of establishing connections. This attitude has been brought about by the expression of faith in the movement by the farmers whom they meet in the various counties, and because of an efficient organization and unquestionable credit facilities.

There is a loyalty on the part of a large number of exchanges who realize that while some savings are not beyond that which they can effect through their local organizations today, that an added volume of business means the strengthening of the central organization and that in this manner the Exchange will be able to serve them more effectively and buy for them with increasing advantage in succeeding years. The Exchange has carried an extensive mailing list in order to reach the greatest number of farmers so that they might be kept in touch with the developments of this work and better understand its possibilities. The quotation letters of the Exchange have been instrumental in many instances in effecting the local market conditions, so that the Exchange prices have saved more for the New England farmers than the volume of business handled would indicate. It is of utmost importance that the program of work

include many meetings to promote greater loyalty in order that sufficient business may be obtained to insure continued and increasing benefits.

Co-operative Marketing of Farm Products.

Marketing plans have been studied and discussed in a preliminary way throughout the year, but unusual conditions in the markets and lack of an adequate working force made it impractical to apply such plans. In co-operation with the New England Fruit Growers' Exchange and the New England Poultry Producers' Exchange detailed methods for marketing these specialized products were evolved. Of the various proposals considered, the one which appears most practical is for all lines of farm produce to be handled on the city markets under one organization and one management. Such a plan would prove most efficient from the standpoint of holding overhead expense to a minimum and enable the poultry producers, for example, to begin marketing their products on a co-operative basis without having to work up a vast and expensive membership campaign to enlist sufficient volume in order to make a store handling a specialized line an assured success. The addition or inclusion of all lines of production would make possible an earlier and more certain beginning in co-operative marketing for every class of producers.

Two of the directors in the Eastern States Farmers' Exchange have been active in the work of organizing the Providence Farmers' Exchange, which is affiliated with this Exchange. The plan in Providence, while still in the experimental stage, is furnishing sufficient evidence of success to recommend and promote its duplication in other market centers. Through the county farmers' exchanges there have been great demands for assistance in the work of marketing, but the mediums do not exist today through which these products may be marketed co-operatively. With the sources of supply located so near to the centers of consumption, it appears entirely feasible for the co-operative exchange system to include the channels through which the products are brought to the ultimate consumer. Extreme service features developed largely through competition have increased the overhead expense in the business of distribution until it costs from thirty to fifty per cent. to market farm products. This condition curbs consumption and places a barrier between the producer and consumer which frequently results in crops abundant at the farms being beyond the financial reach of the consumer.

(Continued in March Issue.)

Report of Eastern States Farmers' Exchange, containin greport of recommendations will be concluded in the March Dairyman.

We have five organizers on the road, Chas. R. Brown in Eastern New York, A. S. Hall in Southern Vermont, M. B. Morrow in Northwestern Vermont, W. B. Currier in Northeastern Vermont and Wesley Adams in Maine.



A Healthy AYRSHIRE
This champion three-year-old is a notable example of perfect health. Her yearly record is 15,056 lbs. of milk and 589.2 lbs. of butterfat.

JOIN THE
"Healthy Cow"
MOVEMENT

Present - day prices for dairy products are making dairymen everywhere think more about the milk production of their cows.

The "poor-milker" is usually non-productive because of some disorder of the digestive or genital organs that is sapping at her health and strength. Even apparently slight troubles of this nature usually lead to more serious ailments so common among dairy cows, such as Abortion, Retained Afterbirth, Barrenness, Scouring, Bunches, etc.

A sick cow should be treated like a sick person—with medicine that will correct the trouble. Kow-Kure is the most valuable and best known remedy for the prevention or treatment of cow ailments because its medicinal properties act on the organs where disease originates. Keep KOW-KURE on hand always. Druggists and feed dealers sell it, in 60c. and \$1.20 packages.

Free Book, "THE HOME COW DOCTOR" is yours for the asking.

DAIRY ASSOCIATION CO.
LYNDONVILLE, VT.



KOW-KURE

GOOD REASONS WHY—

you should use **WIRTHMORE** BALANCED RATION FOR MILCH COWS—

It is made of selected grains (no filler) properly balanced to produce best results, and runs uniform.

We guarantee 25% protein, 5% fat, 50% carbohydrates, and not over 9½% fibre.


It averages 22.70% digestible protein.

**WIRTHMORE FEEDS ARE ALWAYS—
ONE QUALITY ONLY—THE BEST**

If your dealer cannot supply you, write us advising your dealer's name.

Don't delay—Order or write—NOW.

ST. ALBANS GRAIN CO., St. Albans, Vt., Manufacturers
CHAS. M. COX CO., Boston, Mass., Wholesale Distributors



FERTILIZERS are Cheaper than Ever

High crop prices make fertilizers cost less than before the war. Grow bigger crops with less labor by using Lowell Animal Fertilizers. They make your soil rich and fertile because they are made from **BONE, BLOOD and MEAT**, plus high-grade Chemicals. Local agents wanted.

LOWELL FERTILIZER COMPANY, Boston, Mass.
For further information, write Room 10, 40 N. Market Street
Branch of Consolidated Rendering Company

LOWELL Animal Fertilizers

At a later hearing, when January, February and March prices for 1919 were under consideration, the December surplus was discussed and the Commission announced that no surplus charge-back would be allowed the dealers for December milk but that the surplus plan in its entirety would be operative in January, February and March. At one of the Fall hearings, the Producers' Association moved that the surplus plan be amended to provide that a certain

During the month of January the Boston dealers sent large quantities of milk to dealers in New York who were fighting the Dairymen's League. The NEMPA filed with the Commission a request that the dealers diverting surplus milk to the New York market should be required to pay to the producers the full price received for such milk, less the cost of handling it. This

The foregoing covers in a brief and fragmentary way, the history of the surplus situation in New England, for the past year. It is a matter which has occasioned more discussion, wrangling and disagreement before the Commission and in it, than any other one thing. We believe this information should be carefully studied by the producers in view of action which they will be called upon to take at the annual meetings, February 27th and 28th.



These Seven Cows

KEPT for ONE YEAR on the PRODUCT of ONE ACRE

It is hardly believable. Keeping seven cows for a whole year on the product of one acre goes a long way towards reducing the cost of milk. On one acre of land in the state of Michigan, Ross' Eureka Ensilage Corn produced, in one year, 70 tons and 800 lbs. of the best quality of sweet ensilage. Figuring at the rate of 50 lbs. per day, this would be sufficient to feed seven cows for one year with enough left over for 261 feeds.

Ross' Eureka Corn will produce more tons of good sweet ensilage per acre, than any other variety. Four of the heaviest acres of this corn in one year gave a total yield of 200 tons and 96 lbs., an average of 50 tons and 24 lbs. per acre, but this is not much above the average.

We have been selling Eureka corn for nearly 40 years and we know before shipping that it will grow under favorable conditions. This corn usually germinates 90% or better.

Ross' Eureka Corn is white, smooth dent variety, and grows the tallest of any known corn, usually 16 to 20 feet.

Ross' Eureka Corn is only one of our specialties. We handle a complete line of Farm Seeds, such as Oats, Rye, Barley, Wheat, Buckwheat, Cow Peas, Vetch, Soy Beans, Essex Rape, and all varieties of Field and Ensilage Corn; Grass Seeds, including all kinds of Alfalfa and Sudan Grass. We also have a full line of Agricultural Implements, Poultry Supplies, Fertilizer, etc. Our 120-page catalog will be mailed free on request.

Every bag of Ross' Eureka Corn bears this trade-mark. Adopted for your protection.

Ross' Eureka Corn

Buy a



Betsy Ross Victory Garden

17 large packages of *highest quality* vegetables, enough for the home garden, postpaid, for only **\$1.00**

1 pkt. Beans, Sure Crop Black Wax
1 pkt. Beet, Crosby's Egyptian
1 pkt. Carrot, Danvers Half Long
1 pkt. Cabbage, Copenhagen Market
1 pkt. Cucumber, Early White Spine
1 pkt. Lettuce, May King
1 pkt. Peas, Sutton's Excelsior
1 pkt. Radish, Scarlet Globe
1 pkt. Squash, Blue Hubbard (6 Collections \$5.00)

1 pkt. Spinach, Thick Leaf
1 pkt. Sweet Corn, Golden Bantam
1 pkt. Onion, Yellow Globe Danvers
1 pkt. Turnip, P. T. White Globe
1 pkt. Swiss Chard
1 pkt. Beans, Green Pod Stringless
1 pkt. Squash, Summer Crookneck
1 pkt. Melon, Rocky Ford

Each variety the best of its kind. All should be planted in every garden. Address, enclosing \$1.00,

ROSS BROS. CO., Front Street, Worcester, Mass.



ROSS BROTHERS COMPANY, 47 Front Street, Worcester, Mass.

HEAPS OF DIFFERENCE

BUFFALO
CORN

GLUTEN FEED

Very Highly Digestible

A FEED

Low in Digestibility



What Do These Piles Mean?

THEY are intended to impress upon you how important a thing the digestibility of feed is. Because too many men, usually those who can least afford to pay for poor choices, are influenced in their feed buying by the size of the bag.

Every dairyman must know, surely, that his cows can make milk from only that part of their feed which they can digest, and cannot make milk from the part they cannot digest.

Why is it, then, that dairymen don't pay more attention to the *per cent digestible* of the feed than they do, and less attention to how feeds compare in apparent bulk?

Suppose you are at your feed store to buy feed. The dealer shows you two piles of two different kinds of feed, and each pile weighs a ton. But one kind is nearly all digestible and the other is not.

You can't tell much about how they compare in digestibility by looking at them. . . .

But you certainly can by feeding them. There's a heap of difference in the amount of milk you get.

You naturally would expect to get the most milk from the Buffalo Corn Gluten Feed, because it is so highly digestible, and you know all the time that it's only the digestible part of feed that makes milk.

The next time you go for feed, tell your dealer you want the best there is.

32 World's Champions



THINK of it—32 World's Champion Records and new ones being added almost every month! Holsteins—Jerseys—Guernseys—Ayrshires—every breed of dairy cows have made World's Records on SCHUMACHER FEED—the World's Greatest Carbohydrate and Maintenance Ration. SCHUMACHER FEED has to its credit more World's Champion records than all other feeds combined. No wonder it is the most popular, most widely used carbohydrate dairy feed.

We can't tell you, in this small space, the interesting story about these World Champion Cows and how SCHUMACHER FEED helped them to make these wonderful records, or how it will help your cows to greatly increase their production, but our booklet showing pictures and records tells the whole story. We will gladly mail you a copy on request. In the meantime, get SCHUMACHER FEED from your dealer, the feed that is *BEST* for World's Champions will prove *BEST* for your cows.

The Quaker Oats Company Address Chicago, U.S.A.



THE NEW ENGLAND DAIRYMAN

A MONTHLY PUBLICATION DEVOTED TO DAIRY INTERESTS

Issued by the New England Milk Producers' Association



Volume 2. Number 12.

BOSTON, MASS., MARCH, 1919

50 Cents Per Year

PRICE POLICY OF NEMPA

Unanimously Adopted Statement of Vital Principles

We, the voting members of the New England Milk Producers' Association representing every one of the 47 counties from which milk comes to supply the New England markets and a membership of over 15,000 producers for those markets, hereby unanimously announce to the consumers of our product, the following purpose and policy with respect to price and invite the co-operation of all interests to make it effective.

It is our purpose to continue in the dairy business if from it and the other agricultural activities made possible by it, we may receive for ourselves sufficient remuneration to enable us to maintain a standard of living comparable with that of the users of our product and essential to the maintenance of the social, moral, mental and physical standards of the time in which we live.

We pledge to the consuming public a continued production of the most essential element of its subsistence at a return to us which shall call for intelligent and efficient business practices.

We have no desire to extort from the consumers, fictitious values or exorbitant profits. We welcome the investigation at all times by competent authorities of the costs of maintaining the industry upon the foregoing basis and pledge ourselves to produce and to sell the products of that industry at such costs plus the reasonable profit to which the investment we must make in capital, effort, and intelligence, is justly and properly entitled.

We desire to strike hands with the consumers in an effort to place in their possession at the least possible expense consistent with the foregoing purposes, the greatest quantity of our product they can advantageously use. In this policy of developing the dairy industry of the New England States, we ask the co-operation of the general public to the end that we may have continued and prosperous agricultural people who shall contribute to the utmost measure in maintaining in New England a self-supporting and self-respecting population whose continuance on that basis is absolutely essential to the welfare and maintenance of the industrial and social life of this section of our land.

ANNUAL MEETING

The Best Ever Held in New England

OFFICIAL RECORD PRINTED IN FULL

Meeting called to order at the American House, Boston, Mass., at 10.00 A. M. February 27th, with President Frank W. Clark in the chair.

The Clerk read the formal notice of the meeting.

The President appointed as a Committee on Credentials:

C. E. Walcott, Chairman, Mass.; C. J. Abel, Conn.; F. J. Libby, Vt.; Wesley C. Foster, N. H.; H. W. Clements, Me.

Chairman Clark called for remarks from Mr. Ed. O. Colby of Whitefield, N. H., former President of the Association.

Chairman Walcott of the Committee on Credentials reported a quorum present and asked for more time for a complete report.

As there was a majority of the delegates present, it was voted that the report of the Committee on Credentials be accepted and the Committee continued.

Voted:

That the minutes of the previous meeting be dispensed with.

Voted:

That all motions and resolutions introduced at this meeting shall be in writing, signed by the person making the motion and that the President refer the motion or resolution to a Committee for consideration without debate.

The following Committees were then appointed:

BY-LAWS

C. O. Church, Chairman, Vt.; G. E. Hawks, Me.; A. S. Andrews, N. H.; E. M. Poole, Mass.; Wm. Spokesfield, Conn.

COMMITTEE ON CO-OPERATION

Dr. J. A. Ness, Chairman, Me.; M. L. Towne, Vt.; Julian Bell, N. H.; H. S. Ashley, Mass.; E. W. Theinert, R. I.

COMMITTEE ON MISCELLANEOUS BUSINESS

H. L. Webster, Chairman, N. H.; F. A. Potter, Me.; H. W. Towle, Vt.; Chauncey Gleason, Mass.; Dr. G. R. Little, N. Y.

Chairman Clark requested Mr. Ed. O. Colby of N. H. to take the chair while he made his annual address as follows:

Members of our Central Association, Farm Bureau Managers and invited guests:

This is our second annual meeting. You come here as a congress of dairymen to enact such policies and legislation as will be for the interests of the dairy industry of New England. I trust that all will enter into this with the right spirit, and that all will feel free to enter into the discussion today. I hasten to take this opportunity to speak of the work of the Fed-

eral Milk Commission of New England under which our Association and the dealers have been operating, going before that committee for instructions as regards prices for milk etc.

I want to make mention of the fact that we are greatly indebted to the Farm Bureau boys of New England. It was the pleasure of Mr. Pattee and myself last summer for two weeks, to go on a trip through Northern New England and the reception we received from the Farm Bureau boys, gave us a very friendly feeling toward them. We are greatly indebted to them for the work they are doing for this Association. And the Association is also greatly indebted to those who have been in the office this past year and who have striven to do their work well; they not only served their time and served it well, but they have been willing to stay after hours to work for the interests of the Association that the work might be carried on.

In behalf of the Federal Milk Commission, in behalf of the Farm Bureau boys and our loyal officers and those associated with the work in the office, I ask you gentlemen to give a rising vote of thanks. (All arose). I thank you.

We have been subject to some changes in the past. We are in a time of re-adjustment and there are many problems that have come before us. Recently we have had a demonstration by a sister Association in New York. On January 1st, came the time for making prices for three months. You all know that there could not be an agreement reached between the dealers and the dairymen of New York. The dairymen took the matter in hand and put up a noble fight. Here in New England we were subject somewhat to the action that was being taken in New York State. Our friend Mr. Sevey of the Homestead, said that we were headed for some sort of action. I believe he stated it, as a sympathetic strike. Fortunately we did not have a strike here in New England, it was unnecessary but I want to assure you gentlemen, that your Board of Directors was alive to the occasion, that the decks were cleared and we intended to see that the rights of New England dairymen were preserved. It was the policy of your Directors to show all the diplomacy possible and consistent. Your President visited some of the dealers knowing that your milk was being shipped to New York, and made the request that no more be shipped to New York. He waited a few days to see what the result would be. As no action was being taken by the

dealers, a few days later we made a protest to those dealers that we did not care to have our milk go to New York but that was ignored, and one Sunday our Board of Directors (full Board was present) voted to leave it to the officers of the Association to take suitable action. I want to assure you gentlemen, we would have taken action of some kind had that situation in New York not cleared itself up in some way. It so happened that the strike was ended and no action was necessary here in New England.

It was about this time that we had our meeting in Burlington, Vt., of the Dairymen's Association of that State, and had the pleasure of hearing Mr. Pattee give an address; I tell you gentlemen, when he put the vote to those farmers in that room, the walls of that hall resounded to the throats of five hundred Green Mountain boys when he asked, "Do you want your milk shipped to New York?" and they said, "No," that was but in the main an echo of the spirit of the dairymen of New England. I believe all Dairymen of New England did not want to have their milk shipped to New York when their brothers had issues and principles at stake which are common to all Associations of the United States.

I wish to speak to you a few moments on the subject of united action and co-operation and to make sort of a homely illustration. I am going to try to picture to you an old wheel here in front of the room. We will say the hub represents the dairy industry of New England. This hub will represent the industry and into this hub we will put spokes to represent you dairymen. Suppose you wish to take some kind of action; one thing we always have on our mind, is the cost of production plus fair profit; it may be united action for some other move. Suppose we turn the hub; you gentlemen know the result, nothing there to hold the spokes and they are going in every direction and it would be the same with you gentlemen if there was an issue at stake; you would be going in every direction.

Here is our hub once more representing the dairy industry. We will put our spokes in and on these spokes put a felly which will be in sections. Now we have the hub representing the dairy industry and spokes representing dairymen and strips of felly representing co-operative creameries, independent butter factories, cheese factories, ice-cream factories or anything. Suppose we turn the wheel again and take action on anything you care to as a body of men. What is the result? Not only does the wheel fall apart but goes in different directions, a section goes in one direction and another one in another direction. There is no united action. Was there co-operation under those conditions when they had the strike in New York? No, there was not. Some of those co-operative creameries in Northern New England were so selfish that for a little gold they shipped their milk to New York. I tell you gentlemen, I don't care who it was by, whether it was by dairymen or individuals or co-operative plants or by dealers or any one else,

to contribute milk to that New York felly in such conditions as that, was a cowardly, dastardly, damnable act. We can have no co-operation under any such conditions as that. You all know it. What is the matter with this whole thing? Let me tell you.

We will start again. Here is the hub representing dairy interests of New England; here are the spokes your dairymen, and here is the felly once more. We are going to put on that old iron band and what shall we call it? We shall call it, united action and co-operation. Now gentlemen, you farmers, you know when you have a whole construction in that wheel, hub, spokes and felly with iron band is going to stand up. Let us take action, turn the wheel for anything you have a mind to do; it can be cost of production, fair tests, legislation for the interests of the farmers, both in the State Legislature or National, or any other matter in the interests of dairymen, that wheel is going to stick. Those are the conditions they had in New York, and did they stick? What was the spirit in Utica, N. Y., when they met in congress to determine what action they would take? Let me tell you. "Before we shall surrender our rights again, Hell will freeze over and we will stand on the ice." That was the spirit they had in New York, and that is the spirit they won their fight with and that is the spirit we want here in New England.

Well, what are we getting together for? What is this movement in New England? It is not merely the New England Milk Producers' Association, gentlemen. We are members of the National Milk Producers' Federation, with headquarters in Chicago. That is made up of all milk producers in the United States and we are standing and we are going to stand, for legislation that is right, in Washington, and we are going to do our part to support that National Association, that there may be publicity throughout the United States in the interests of dairymen, that we may have more united action and nothing such as in New York will come to New England.

Through that National Federation you are members of the National Board of Farm Organizations at Washington, which includes farm organizations throughout the United States. Gentlemen, can you realize the possibilities of an Association of that kind at Washington, enrolling all farmers of the United States? Why, it is not a membership of a few hundred thousand, it is membership of millions who will stand under that great organization for united action. Through the National Board of Farm Organizations, when any matters are presented at the National capitol, your voice is heard. There was a time when you heard the expression, "Let George do it," but I want to tell you brothers, that fellow is eliminated. I tell you there is no longer a feeling of "Let George do it," but a feeling, "I want to join the Association." My brothers, it is a privilege and pleasure to be a member of this Association today. Why, there is no one of us in this room who would not be glad to get out at two or three o'clock in the morning and work for Pattee, if he

asked us to. That is the spirit. When 25,000 dairymen throughout New England rise united for action gentlemen, there will be no problems. I cannot help but feel that we are going further than making the price of milk. There are great problems before this world today. You all read the papers and you know the problems of Europe and what we have to face.

We dairymen, yes, we students of New England, stand for the building of nations, good governments and good homes. You have been your brother's keeper for many centuries and you have got to continue to be so, you have got to sit down to a table with others and try to adjust these world wide problems and because of love for good government and for a good home and for all that is worth while, we stabilizers of all human activities and interests, we tillers of the soil, not only of New England, but of American and of the world, shall return to our fields with strong hearts, resolving and pledging ourselves to carry on that our children and children's children may be glad to follow on.

Voted: That President Clark's annual address be recorded in the books of the Association.

Reuben Hall, attorney for Roger Sherman Hoar then presented the treasurer's report printed below.

Committee on credentials submitted a revised report, showing that of forty-seven delegates only two were absent; one was sick and the other was expected to arrive. The report of the Committee on Credentials was adopted.

Voted: That those who had not reported be duly accredited by the secretary and counted as voting members, on arrival.

President Clark called for motions

and resolutions for reference to Committees.

Resolutions were then offered and referred to the following Committees:

By H. W. Towle, regarding payment of dues, referred to the Committee on Co-operation.

By H. W. Towle, regarding surplus, referred to Committee on Co-operation.

By C. E. Walcott, regarding investigation of country charges, referred to Committee on Co-operation.

By L. H. Cook, regarding publishing a farmer's owned daily newspaper, referred to Committee on Miscellaneous Business.

By L. H. Cook, regarding payment of milk checks, referred to Committee on Co-operation.

By Wm. F. Spokesfield, regarding retaining of present surplus plan, referred to Committee on Co-operation.

By F. E. Gorham, regarding more field work, referred to Committee on Co-operation.

By G. E. Hawkes regarding printing directories of patrons of the New England Milk Producers' Association shipping to a certain point, referred to Committee on Miscellaneous Business.

By H. E. Hawkes, regarding flat rate price on milk, referred to Committee on Co-operation.

By C. V. Paddock, regarding dissatisfaction of Sullivan County milk producers, referred to Committee on Co-operation.

By L. H. Cook, regarding appointment of a committee of three to take up matter of uniform price.

By G. E. Hawkes, regarding non-payment of differential by some dealers within the 20-40 mile zone, referred to Committee on Miscellaneous Business.

By F. E. Gorham, that creameries other than co-operative, pay for all milk received on a basis of cream, etc., referred to Committee on Co-operation.

By W. E. Knight, referred to Committee on By-laws.

Mr. Verne W. Race of No. Granville, N. Y., was chosen to serve on Committee on Miscellaneous Business, vice: Dr. G. R. Little not present.

One hundred and twenty-five signed their intention of visiting Turner Centre plant in Somerville.

Meeting then adjourned until 1.30 P. M., it then being 12.45 P. M.

AFTERNOON SESSION

Meeting called to order at 1.30 P. M. with Frank W. Clark, President, in the chair.

Dr. J. A. Ness, Auditor of the Association, read the report of the certified public accountants, Robert Douglas & Co., as follows:

Feb. 25, 1919.

"To the Stockholders and Directors of the New England Milk Producers' Association, Boston, Massachusetts.

"Gentlemen:—In accordance with your request, we have examined the books and records of the New England Milk Producers' Association for the year ending December 31, 1918.

"This examination consisted of the review of the transactions as shown by the books and the verification of the footings found therein.

"We find that the net receipts from all sources shown by Treasurer's records were \$31,982.41, out of which has been expended \$30,751.43, leaving a balance of cash, \$1,230.98, in bank as of January 1, 1919. We are submitting herewith detailed statement of receipts and expenditures as shown by the books.

"We find also, that there is a note due the Cosmopolitan Trust Company amounting to \$1,000.00. This is the only liability shown in the Treasurer's records as of December 31, 1918.

"We have examined the expenditures as shown by the ledger and find them supported by proper vouchers or other evidence of payment.

"On account of the arrangement of your records much time is consumed with office detail during the year, and in the work of auditing which if a better system were installed could be obviated.

"We would suggest that inasmuch as your receipts and expenditures during the year amount to several thousands of dollars, that it would be advisable to install a simple system of accounting whereby the office detail would be reduced to a minimum and the work of auditing the accounts appreciably lessened. We believe that you would obtain more definite information from your auditors' figures as well as a definite statement as to the standing of the association at any given date, were a regular accounting system installed.

"If you desire further information regarding this matter we should be pleased to consult with you as to just what changes would best meet the requirements of the situation.

Respectfully submitted,
ROBERT DOUGLAS & COMPANY,
By Robert Douglas,
Certified Public Accountant."

Voted: That the reports of the Treasurer and Auditor be accepted.

Mr. H. L. Webster, Chairman of the Committee on Miscellaneous Business, read a resolution by C. E. Walcott regarding daylight saving plan, as follows:

Resolved: That the New England Milk Producers' Association of 15,000 members assembled in annual session in Boston, Mass., most earnestly requests the repeal of the "Daylight Saving Act" and that said action be at once telegraphed to the Senate Committee on Agriculture, Washington.

Motion carried.

Richard Pattee submitted the following report, as Manager:

REPORT OF MANAGER

The past has been a strange and confusing year in our work. It is too early to properly appraise it. Time does not permit reviewing it. From time to time, producers have been told of our activities by the New England Dairyman. Other farm papers, notably The New England Homestead, have given much space to our doings. We are especially indebted to Editor Sevey of The New England Homestead for staunch support and friendly criticism. We suggest a vote of appreciation.

During the year there has developed among farmers and business men, a feeling that the experiment of two years ago, a New England-wide farm movement, has proved a success. The experimental stage seems past. It is no longer a promise, but is a fulfillment. Faults and failures we admit, but the balance is on the right side in prepondering measure. This organization has effected every little country hamlet in New England. Everywhere the price of milk has moved up in sympathy with the Boston and other city markets. Literally, millions of dollars have been added to the price of dairy products. Every state now show the effect of our work in live stock and dairy animals. Over supply may break prices. Efficient organization is the only way in which the fair market price, whatever it may be, can be obtained. There is no disposition anywhere to discredit the association. Opinions differ as to some of its policies and practices, but all agree it is a success.

Membership

The membership of the NEMPA was on February 22, 1919, as follows, compared with the same day 1918:

Membership Growth

	1918	1919
Enrolled members ..	12,598	14,755
Dues orders on dealers		
dues on secretary..	6,380	10,700

This shows a gain of 2157 members and 4320 collectable orders for dues. There are 3827 names on our books of men who have not paid dues since their enrollment. Over 3000 names have been dropped from the mailing list of the New England Dairyman after having been circularized five times. This meeting should decide what to do with these non-paying members. We recommend that they be dropped entirely, and if possible,

(Continued on page Five.)

TREASURER'S REPORT.

NEW ENGLAND MILK PRODUCERS' ASSOCIATION. STATEMENT OF RECEIPTS AND EXPENDITURES YEAR ENDING DECEMBER 31, 1918

RECEIPTS:

Cash on hand January 1, 1918			\$37.68
Received from dues	\$31,955.08		
Fees	1,285.60	\$33,240.68	
Less			
Dues Returned	2,325.19		
Fees Returned	9.44	2,334.63	30,906.05
Interest on Deposits			31.62
Proceeds of Notes Outstanding			1,000.00
Individual Reimbursements			7.06
Total receipts			\$31,982.41

EXPENDITURES:

Salaries and Wages		\$10,130.50	
Traveling expenses		8,169.95	
Office Expenses			
Advertising	\$2,700.00		
Postage	1,174.47		
Printing and Stationery	770.76		
Rent	650.00		
Supplies	446.97		
Rent of Halls	79.81		
Heat and Light	177.27		
Telephone and Telegraph	362.47		
Sundry Office Expenses	1,115.79	7,477.54	
Providence Market Expense		2,208.38	
Worcester Market Expense		300.00	
Legal Expense		1,294.33	
Interest on Notes Payable		222.85	
Notes repaid (Outstanding January 1, 1918 plus interest)		947.88	
Total Expenditures			30,751.43

Balance—Cash on hand January 1, 1919 \$1,230.98

Respectfully submitted,

ROGER SHERMAN HOAR,
Treasurer.

By Reuben Hall, Attorney.

THE
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in Behalf of and for the Benefit of the
Members of the Organization

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	Geo. R. Little, N. Y.	Schaghticoke, N. Y.
	Verne W. Race, N. Y.	No. Granville, N. Y.

Entered as second-class matter, July 30, 1917, at the postoffice at Boston, Massachusetts, under the Act of March 3, 1879.
Acceptance for mailing at special rates of postage provided for in section 1103, Act of October 3, 1917, authorized July 13, 1918.

EX-PRESIDENT CLARK.
Mr. Frank W. Clark of Williston, Vt. retires from the presidency of the New England Milk Producers' Association with the good wishes of every member of the organization.

Mr. Clark has given unsparingly of his time and effort to make the organization a success in the critical period of its development. He subordinated his personal interests to the welfare of the organization and leaves it in splendid shape. The milk producers will in years to come, increasingly appreciate the unselfish service Mr. Clark has rendered and he will hold a high place in the estimation of all men connected with this industry.

PRICES FOR JANUARY MILK.
We give herewith schedule of whole milk prices to be paid by all dealers not operating under the surplus plan. We also give the prices to be paid by dealers operating under the surplus plan. Producers will remember the Association asked that a reasonable surplus, such as it needed

Dealer	Percent Whole Milk		Price Paid	
	% Surplus	Surplus Price	Whole Milk Price	F. O. B. Boston
Hood	14.10	@ 2.8482 plus	85.9 @ 4.5337	= 4.2960 .0925 qt.
Whiting	16.89	@ 3.3145 plus	83.11 @ 4.5337	= 4.3277 .0930 qt.
Alden Bros.	15.55	@ 3.3672 plus	84.45 @ 4.5337	= 4.3522 .0936 qt.
Turner Ctr.	18.21	@ 3.2037 plus	81.70 @ 4.5337	= 4.2845 .0921 qt.
Plymouth Cry.	13.84	@ 3.3951 plus	76.16 @ 4.5337	= 4.2622 .0916 qt.
Grafton Dry.	13.57	@ 2.3485 plus	86.43 @ 4.5337	= 4.2361 .0911 qt.
F. S. Cummings	5.70	@ 4.1760 plus	94.30 @ 4.5337	= 4.5132 .0970 qt.

Prices per cwt. at Country R. R. Station for January Milk.

Zone	Whole Milk		Alden		Turner		Plym'th		Grafton		F. S. Cum.	
	Miles	Price	Hood	Whiting	Bros.	Ctr.	Cry.	Co. Dry.	mings			
1	1-20	4.737	4.499	4.531	4.556	4.488	4.466	4.440	4.717			
2	21-40	4.470	4.232	4.264	4.288	4.221	4.198	4.172	4.450			
3	41-60	4.084	3.846	3.878	3.903	3.735	3.813	3.786	4.464			
4	61-80	4.046	3.808	3.840	3.864	3.796	3.774	3.748	4.026			
5	81-100	4.013	3.775	3.807	3.832	3.764	3.742	3.716	3.993			
6	101-120	3.981	3.743	3.775	3.799	3.731	3.709	3.683	3.961			
7	121-140	3.948	3.710	3.742	3.767	3.699	3.677	3.650	3.928			
8	141-160	3.916	3.678	3.710	3.734	3.666	3.644	3.618	3.896			
9	161-180	3.889	3.651	3.683	3.707	3.640	3.617	3.591	3.869			
10	181-200	3.862	3.624	3.656	3.681	3.613	3.591	3.564	3.842			
11	201-220	3.835	3.598	3.629	3.654	3.586	3.564	3.538	3.815			
12	221-240	3.809	3.571	3.603	3.627	3.560	3.537	3.511	3.789			
13	241-260	3.788	3.550	3.582	3.605	3.538	3.516	3.490	3.768			
14	261-280	3.761	3.523	3.555	3.579	3.512	3.489	3.463	3.741			
15	281-300	3.734	3.496	3.528	3.558	3.485	3.463	3.437	3.714			

NEW PRESIDENT ADAMS.
The milk producers of New England are to be congratulated upon the selection of an experienced farmer and business man as President of the New England Milk Producers' Association, in the person of Frank S. Adams of Bowdoinham, Me.

Mr. Adams is a large farmer and dairyman and has been, for many years intimately associated with the agricultural interests of his State. He is recognized as one of the leaders in its agricultural development. He has held and now holds positions of responsibility in his town, county and state. He has been, for several years, intimately associated with the agricultural interests of his State. He is recognized as one of the leaders in its agricultural development. He has held and now holds positions of responsibility in his town, county and state. He has been, for several years, connected with the State Department of Agriculture and is now Chief of its Bureau of Markets. He was previously, dairy instructor of the Department of Agriculture. He is President of the Farmers' Union of Maine, a co-operative buying organization which last year did a business of approximately three million dollars.

Mr. Adams has a wide acquaintance throughout New England and the country and is very familiar with the intricacies of the dairy marketing problem. He is known in his own state as a keen, shrewd business man, a progressive, wide-awake farmer, an able, fearless, public official and a man of sound, reliable judgment.

The next issue of The Dairyman will contain a report of the Advertising Fund of 1918, the rest of Manager Silby's report of the Eastern States Farmers Exchange, and other matter for which space is lacking in this issue.

to meet the fluctuating demands of consumers, should be carried by the dealers without loss to producers.

The Commission ordered that in January, February and March, the dealers should carry a 5% trade surplus without charge to the producers.

The table shows the percentage of surplus less the 5% trade surplus, or the net surplus charged back to producers.

PROVIDENCE, R. I.
PRICES FOR JANUARY, FEBRUARY AND MARCH.
In Providence two general sets of prices are made. The dealers, except Providence Dairy Co., are required to pay full price for all milk bought, but not required to take all the milk their dairies make. They are to pay the full price for standard milk delivered at Providence. Their price at any point in the country is the price at Providence, less freight and can express, as indicated in the accompanying Table I.

TABLE I.
Deductions allowed all dealers except Providence Dairy Co. on milk shipped from stations between Westerly and Providence and Willimantic and Providence.

Zone	Miles	Deductions per Can Shipped in	
		10 qt. cans	20 qt. cans
1	1-20	.0578	.0952
4	21-40	.0678	.1052
3	41-60	.0778	.1302
January price f. o. b. Providence .975 per 10 quart can 1.950 per 20 quart can			
Prices at railroad station per can by zones			
Zone	Miles	Shipped in	
		10 qt. cans	20 qt. cans
1	1-20	.917	1.855
2	21-40	.907	1.845
3	41-60	.897	1.820
February price f. o. b. Providence .963 per 10 quart can 1.925 per 20 quart can			
Zone	Miles	Shipped in	
		10 qt. cans	20 qt. cans
1	1-20	.905	1.830
2	21-40	.895	1.820
3	41-60	.885	1.795
March price f. o. b. Providence .95 per 10 quart can 1.90 per 20 quart can			

The Providence Dairy Company buys all its milk by weight and test, takes all its producers make and is granted the Regional Milk Commission surplus allowances. It operates one milk receiving plant at Willimantic, Conn. It collects milk on an electric line in New London County, Conn., and transfers it to the steam road at Westerly, R. I.

Its operations are so adjusted that three price tables are required. For milk handled through the milk station at Willimantic the Providence Dairy Company will pay the full price delivered in Providence, less cost of getting it there including freight, station expense and use of cans. Being bought by weight and test with an extra price for excess butter fat, the expense of weighing, sampling and testing is further deducted.

The following tables show the deduction ordered by the commission for January surplus.

TABLE II.
Deductions allowed to the Providence Dairy Co. on all milk passing through the Willimantic concentrating plant and shipped to Providence.

Deductions Per Cwt.		Shipped in
L. C. L. Freight rate		20 qt. cans
War tax on freight		.2674
Can service		.0080
Station expense		.0353
Accounting and testing		.2410
		.0350
Total per cwt.		.5867
January price per cwt. f. o. b. Providence		\$4.5338
Less deductions allowed		.5867
Price at Willimantic		\$3.9471
Surplus ordered by Commission		.0338
Net price to producer		\$3.9133
February prices per cwt. f. o. b. Providence		4.4756
Less deductions allowed		.5867
Net to producers at Willimantic		\$3.889
March prices per cwt. f. o. b. Providence		4.4175
Less deductions allowed		.5867

Net to producers at Willimantic \$3.8308
Milk collected by trolley and transferred to steam trains at Westerly, R. I., bears the freight charge from Westerly, the cost of transfer from the electric to steam cars and the other charges as from Willimantic, Conn., except station expense. Prices paid by the Providence Dairy Company for above milk is shown in Table III.

TABLE III.
Deductions allowed to the Providence Dairy Co. on milk shipped from Norwich via Westerly to Providence.

Deductions Per Cwt.		Shipped in
L. C. L. Freight rate		20 qt. cans
War tax on freight		.2674
Can service		.0080
Weighting, testing and accounting		.0353
Transfer from electric to steam railroad at Westerly		.0750
		.0550
Total per cwt.		.4407
January price per cwt. f. o. b. Providence		\$4.5338
Less deductions allowed		.4407
Price at Westerly		\$4.0931
Surplus ordered by Commission		.0338
Net price to producer		\$4.0593

(Continued on Page Fifteen.)

(Continued from page Two)

be again enrolled as entirely new members.

We have now five organizers in the field. They are adding about 200 new members a week to our association. They receive \$5 per day and expenses. Their total cost is approximately \$10 each, or \$50 per day. The dues of members turned in by these organizers will in the first month when added to the admission fees, offset their expenses and salaries. There was never a time when membership was so easily enrolled. It is simply a case of seeing the producers. Local officers cannot get the results paid organizers can produce. We recommend that such organizers be kept at work until the whole market milk territory of New England has been thoroughly canvassed.

District Managers

We have now branch offices at Worcester and Providence with paid managers and assistants in charge. We believe another market district should be created with a paid manager to handle our interests in the Merrimack valley cities and contiguous territory.

We further believe that permanent salaried field managers should be employed; one in Maine, one in northern Vermont and New Hampshire, and one in eastern New York, southern Vermont and western Massachusetts. This would give us a field and outside market force of six men, whose business it would be to keep the organization toned to concert pitch in the smaller markets and country places. There should be, we believe, a systematic visitation of locals by these men. Books and records should be inspected, local problems adjusted and membership kept at 100%. It means work, time and expense. We believe the association cannot afford to save by ignoring it.

Membership Campaign

Despite our splendid showing, we have less than one-half the milk and cream producers for the Boston market in our membership. We have less than the same proportion in other markets. Some way must be found to quickly reach more producers than our organizers can see before April 1.

We suggest a membership campaign for the third week in March under the leadership of the county presidents. Roughly, we propose that each county president in conjunction with his county agent and local presidents, immediately upon his return from this meeting, lay out his territory in blocks and put an organizing team in each block, whose duty it shall be to enroll every producer in that block. This will mean quick work—men go ahead to act promptly, vigorously, effectively. It will give county presidents something to do which will prove their mettle, will show how much real leadership there is among our leaders.

Finance

The treasurer's report shows a splendid financial condition as compared with last year. Indications are that next year's income will be considerably larger. Efficient work requires money. The old day of shoe-string financing must pass. The association must have ample funds. We

have studied more to keep down expenses than on any other one thing. Members should not forget that one-quarter of our income is spent before we get it. It must be returned to the local treasuries. We find many locals who have little or no use for this money. We suggest that it might profitably be used in educational work.

Some plan for financing county branches should be devised. The county president should be constantly in touch with the officers of the locals and should have general supervision over them. This calls for money which should be supplied.

Objection, faint but real, exists toward the association costing so much money. If every dairyman who ought to, did belong and paid dues, the dues could be greatly reduced without loss of efficiency. If all those now enrolled, paid all their dues our income would be doubled.

Personally, we believe that farmers should be, and are, willing to pay what service is actually worth. Salaries should be limited to reasonable proportions, but should be such as to attract and hold first-class help. Any other kind is extravagant at any price. We hope to see a corps of trained, intelligent, ambitious young men drawn into this work; men who see in it a field for success in service to their fellowmen and an assurance of reasonable financial return to themselves. Such men will command for the association, respect and support where inefficient, ignorant or incompetent cheap men will lead us to disaster.

Absolute confidence in our financial management must be maintained. Every inch of expense must be scrutinized, recorded and made clear to our membership. There must be a rigorous audit by certified public accounts and a complete report by the treasurer, placed every year in the hands of every member. The books of this association must remain as they now are, open to every member for information or criticism.

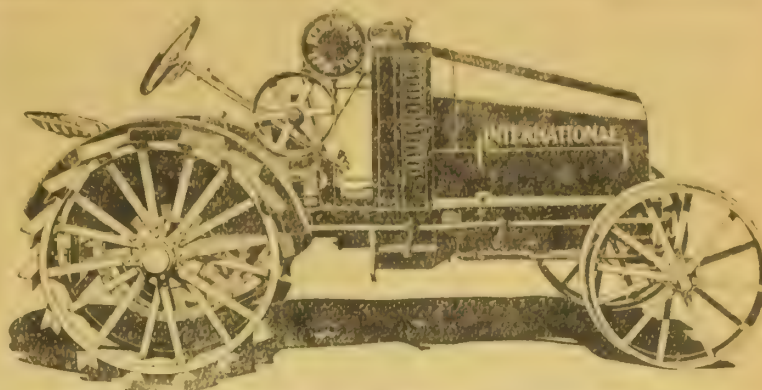
Permanent Fund.

We believe that from the income of the association, a certain part should be regularly set aside as a permanent or emergency fund to be drawn upon only in time of special stress and necessity. There is no surer anchor than a sound treasury. The possession of an available fund of reasonable proportions will give this organization very respectful consideration by business interests with which we have to deal. All classes must be brought to realize that this is no temporary fly-by-night organization, but a business-like, permanent institution.

Such stability, consideration and respect are well worth what money would have to be set aside to secure it, to say nothing of the convenience such a fund might be in case of sudden need.

County Agents—Uniform Laws

We wish to acknowledge the splendid assistance this organization has received from nearly all the country agricultural agents. These men have become enthusiastic supporters of the movement as they have gained confidence in its purposes and opera-



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When you want to be on Time With the Farm Work

Points in their favor

They are adapted for either Belt or Drawbar work.
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They can be used continually day and night.
They are not affected by hot weather.
They are not bothered by flies.
They require little care when idle.
When the Tractor is idle—expense stops.
Either Expert or Repair Part service can be obtained readily.

Do not neglect to look over all of your machines NOW and order Repair Parts or New Machines at once.

International Harvester Company of America

43 Somerville Avenue

Somerville Station

Boston, Mass.



If you want World Records in your herd, feed World's Records producing feed.

Stevens "44" Dairy Ration was compounded to produce world's records and it delivered the goods.

If you want the ration that has produced and will produce more world's records than any other feed, buy Stevens "44" Dairy Ration, sold by The Park & Pollard Co. to the trade and large users only.

Brockton, Mass., March 15, 1918.

The Park & Pollard Co.
Gentlemen:—

We have been feeding a carload of Stevens "44" a month for the last nine months and are highly pleased with the results, as never before have our cows shown such consistent large production. They have also been unusually free from garget and udder troubles. To us it seems the most perfect blend of a combination of good grains that we have ever been able to obtain.

Very truly yours,
FRED F. FIELD HOLSTEIN CO.
(Sgd.) Earl D. Upton.

Sold on the same satisfaction "money back plan."
Write for prices and name of your nearest dealer.

The Park & Pollard Co.

131 State Street

Boston, Mass.

OPERATING AT A PROFIT

A recent College Bulletin says, "Dairymen lose thousands of dollars annually by milk and cream being returned by the dealer to the farmer, and because of the low grade manufactured products which bring low prices."

These conditions are primarily caused by improper methods of handling, unsanitary and uncleanly conditions surrounding the preparation of the milk and milk products.

These unsanitary and uncleanly conditions are easily overcome by the use of



throughout the dairy, creamery or milk house. It insures thorough cleanliness by removing the causes for odors, staleness, and other media that has any objectionable influence on the milk quality, and leaves the milk cans, separators, and other utensils sweet, clean and wholesome, thus insuring high quality and highest prices.

Order a barrel of this economical cleaner from your supply man on our money back guarantee.

It Cleans Clean

The J. B. Ford Co.,
Sole Mnfrs.,
Wyandotte, Mich.

tions. Their assistance to our organizers, in preparing evidence for the commission and in many other ways, has been invaluable and is hereby gratefully acknowledged. Memoranda of agreement outlining the relations between us have been arranged between the N E M P A and many farm bureaus.

At our suggestion a conference of the leading agricultural interests of New England was recently held in Boston to consider the matter of uniform dairy legislation in the New England states. Three matters of law should, in our judgment, be immediately acted upon in such wise that:

First. We should have uniform milk standards as to solids and fat.

Second. We should have uniform standardization laws, permitting the removal of excess fat without prejudice in the market to the milk from which such fat was taken.

Third. We should have uniform and reasonable sanitary regulations for all markets.

We suggest that the directors be instructed to procure the passage, if possible of legislation to the above ends by all New England legislatures.

Milk Commission

The work of the federal milk commission has been discussed freely in the Dairyman. It has made a substantial contribution toward the solution of many of our problems. It failed to accomplish many possible reforms in the New England marketing system. These things require time, concentrated effort and profound knowledge.

The national food administration and the New England milk commission rendered to agriculture and to the general public a distinct service in popularizing the fact that "cost plus a reasonable profit" is a legitimate price, and sound public policy.

The Surplus Plan

Its one outstanding piece of work is its famous "surplus plan." The plan started out with the tremendous handicap of a bad name. One thing is sure, surplus market milk must be recognized and dealt with. The price a producer gets inevitably reflects the price at which his product is resold. Any part of it, resold at a different price from any other part, will affect the price of the whole. It may appear in either one or some combination of three ways:

First. Limited shipment or surplus kept on the farm. This is the practice among many small dealers who buy what they can resell as milk, the value of the part not taken depending on the use made of it. The farmers of New England are not, generally speaking, prepared to make the most economical use of surplus milk on the farm. There is no possible way of determining and apportioning the demand in advance. There is strong probability that farmers would rather take a cut price on surplus than limited shipments. The almost impossible policing of the limited shipment plan makes it impracticable.

Second. The graded price. This is the general system throughout the country and was the practice in New England from April, 1910, to May,

THE TWENTY-SECOND CONSIGNMENT AUCTION SALE

OF THE

PURE-BRED LIVE STOCK SALES COMPANY

AT BRATTLEBORO, VERMONT

Tuesday and Wednesday
APRIL FIRST and SECOND

Will Consist of 150 Head of

**Registered
Holstein - Friesian Cattle**

OF ALL AGES and BOTH SEXES

Come to [Brattleboro]
THE HOLSTEIN-FRIESIAN CAPITAL OF AMERICA



THE READY RATION FOR DAIRY COWS

Marketing Conditions Which Interfered During the War With Shipment And Production Now Overcome

As long as the war continued incoming shipments of supplies and outgoing shipments of Larro-Feed were subject to many delays. Now most of the restrictions on production have been removed. Shipping facilities are good.

Results in the form of increased profits and healthier cows have proved to thousands of dairymen that Larro-Feed possesses every quality a balanced ration should have—the variety and palatability which make cows like it—the correct proportions of ingredients and the digestibility which conserve health, raise milk production to the maximum and prolong the period of lactation.

Larro-Feed has been sold for seven years on a money-back-if-not-satisfied basis. Users everywhere are enthusiastic over the results they obtain. Order a supply from your Larro-Feed Dealer today. The Larro guarantee protects you. If you do not know the Larro-Feed Dealer in your territory, write us direct and we will tell you how and where you can get a supply.

"GUARANTEED LAR ROWE PRODUCTS"



THE LAR ROWE
MILLING COMPANY
613 Larrowe Building
Detroit, Michigan



1918. Under it the dealer "takes all you make" with prices for it all cut during the period of heavy production to enable him to carry the surplus. The grading of prices has been wholly in the hands of the dealer. Producers have looked to the average price for a given period without consideration of volume.

This system enabled dealers during the months of greatest production to cut prices for all milk to, or nearly to the value of it for manufacture, whereas great portions were sold as milk at prices which gave tremendous profits. These tremendous seasonal profits enabled dealers to pay high prices that showed a loss during the short months without raising prices to the family trade. It enabled them to stabilize selling price by more than making up in the summer what they lost in the winter, the winter price being always as low as possible to bring out an adequate supply.

The graded price system operated as it was by dealers, with no check or control, except competition between themselves, penalized producers for surplus beyond its needs. It was based on the judgment of the dealer as to supply and demand, plus his desire for profit and fear of loss.

Third. The commission surplus plan. The surplus plan of the commission was based on the theory that market milk should return to the producer cost plus a reasonable profit and excess production beyond the market demand should bring its value for manufacture. This theory would fluctuate price to the consumer according to the fluctuating cost of making and delivering milk to him. The surplus was set aside under certain safe-guards and accounted for at its market value for the purpose to which it was put.

Surplus milk thus came in competition with the world and affected producers exactly as volume appeared and manufactured prices compared with cost plus profit.

There is little room for dispute that the average price for all market milk was materially higher under the commission plan than it would have been under a graded price system. A fair study of price variations from month to month for a period of years is almost impossible for lack of comparable figures. The old helter-skelter, catch-as-catch-can system of buying does not lend itself to intelligent study. From the best figures procurable, the result of a study by the United States department of agriculture, covering a period of five years, the following comparisons of New England milk prices for the past five years are made:

RANGE OF MILK PRICES

High to Low.	Average to Low.	
1912.....	42.0%	28.0%
1913.....	35.8	23.0
1914.....	44.0	31.6
1915.....	44.0	31.4
1916.....	47.7	33.0
1918.....	34.0	21.6

These figures show the spread between high and low prices and between the average and low prices in the years indicated. From these figures it would appear that the surplus "charge back" during the past sum-

mer did not reduce the price of the whole amount of milk sold to the same extent that price was reduced under the graded system of former years.

The most vexing problem with which you have to deal is the surplus feature in price making. The disclosures made under the commission surplus plan give us the best data ever had by which to judge of the season and quantity of the problem. In the light of these figures a fairer trade can be made if you see fit to return to the graded price system.

If the present surplus plan is to be continued, it should be so amended that the surplus loss shall be borne by producers in proportion as they contribute to it, with proper limitations as to the extension of purchase beyond reasonable needs.

No price so high that milk now manufactured will be turned into this market at a less price as whole milk can be long maintained. There is an immense volume of such milk available. Its producers will not stay out of this market if they can get here more than they now receive for manufactured products. They already have offered to come into Boston with milk by the car load at less prices than those awarded by the commission. The value of milk for manufacture will, until the demand for whole milk practically absorbs supply, limit the price to which whole milk will go.

Even Production

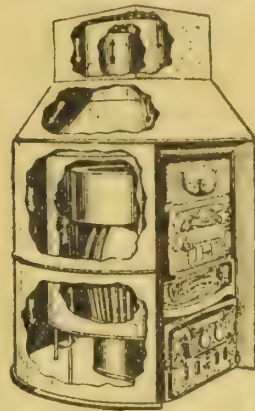
Producers should not deceive themselves that even production offers a complete surplus remedy. Even production would simply equalize the surplus as between seasons. Surplus as such will appear as long as more milk is offered than the public will consume. The producers might vastly simplify the situation by even production. The surplus problem is emphasized by being bunched in an undulating wave.

Publicity

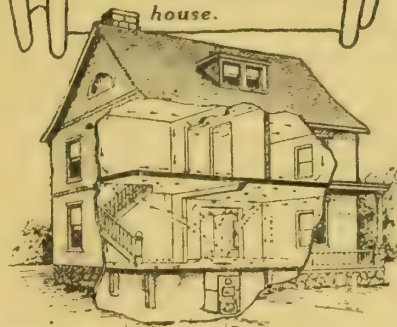
It has recently been pointed out that the consumption by New England people recommended as a proper milk ration by scientific dietitians would absorb practically all the milk produced in New England, as whole milk. The use of milk necessary for stock raising would reduce the supply to less than New England ought to consume. The problem is to create this demand, to increase the per capita consumption. No other way presents itself except a properly conducted, continuous and extensive campaign of education in the food value of milk, which, we regret to say, must begin on the farm itself. We know of no other commercial commodity that can go before the public with such indorsement as can whole milk.

Proper publicity requires that every interest affected should join in the movement. A beginning was made last year when this association contributed \$2,700 to a fund of over \$10,000 to advertise milk in Boston. The proper plan, in our judgment, would be an assessment throughout New England of so much per unit upon all milk sold, borne jointly by producers and dealers and expended by expert

abundant
heat all over
the
house



Note how cold air descends between the casings, is heated and rises through the house.



A BUNDANCE of healthful heat ALL OVER your house through only ONE PIPE AND ONE REGISTER is not a dream but a positive fact. Economical heat, too, and the most reliable.

The "Richardson" ONE-PIPE Heating system provides this through an inexpensive installation—simply cut the flooring above the "Richardson" ONE-PIPE Heater and place the register. You have done away with costly cutting of floors, ceilings and walls; you have freed yourself forever, of the dust, labor and annoyance of keeping one or more stoves burning to supply sufficient warmth. The "Richardson" warms the large and small rooms alike.

HEATS THE HOUSE NOT THE CELLAR

Two casings with cold air passing between them insures a COOL cellar where fruit and vegetables may be stored with perfect safety. This feature alone merits your investigation of the "Richardson" ONE-PIPE Heating System. Literature sent anywhere on request.

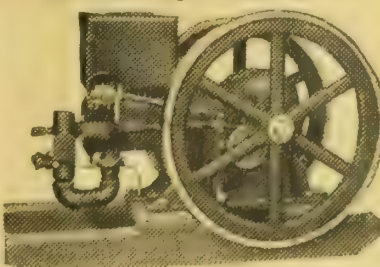
RICHARDSON & BOYNTON CO.

Manufacturers
17-19 Farnsworth St., BOSTON.

"Richardson" One-Pipe Heating System

Ready to Run Pumping Outfits

The Latest Thing in Farm Engines



DEMING ATLAS PUMPS

Capacity 10 gals. per minute at 60 R. P. M.

BROWNALL ENGINE

Enclosed crank case, keeping out dust, dirt and grit, greatly prolonging the life and H. P. of your engine. Fuel tank cast in base, burns kerosene or gasoline.

STANDARD MOTOR

Single phase, 1/2 H. P. 60 cycle, 1750 R. P. M.

Write us and let us give you all the particulars of this Ready to Run Pumping Outfit

Charles J. Jager Company

15 Custom House St., Boston, Mass.
33 Canal St., Providence, R. I.
13 Exchange St., Portland, Maine.

publicity men under the control of a joint committee

Marketing System

The committee appointed last year will report fully upon a marketing plan that has received painstaking and elaborate study. At present and for some time to come much of our milk must find its way to the consumer through dealers who have spent their lives and invested their capital in building up a marketing system. They own and operate for profit an elaborate concentrating system in the country and distributing system in the markets. They perform a service of value and are entitled to fair and reasonable profits on an adequate capital investment and such remuneration for service as will attract competent men.

It is vastly to our advantage that those who handle our goods shall receive for them enough to pay us for making them and themselves for handling them. The old competition among dealers to "buy cheap and sell dear" must yield to the practice of paying a fair price and selling at a fair profit. The plan of uniform prices for milk of the same quality laid down in any market possible only through a bargaining organization is working splendidly and should be continued. Producers and dealers have a common problem in marketing milk. They should realize their community of interest and work harmoniously to promote it.

There is, however, an economic objection to the intervention of profit-making agencies between producers and consumers. Such agencies obviously should be reduced to a minimum and if possible eliminated. The great field for intelligent, constructive action lies in the creation of a marketing system that shall handle our goods at actual cost, adding the profit now made to the price now paid to the producer or taking it from the price now paid by the consumer or in part both.

That is the great marketing problem in this and all other commodities and in this and all other markets. New England is especially well situated to grapple and solve it. Has she the courage and the intelligence to accept her opportunity?

Price for 1919

What will be the price of milk for the coming year? Personally, we believe that the proper publicity, backed by an economically sound marketing system, would move every drop of New England milk, if made seasonably to fit demand, at a price which would yield cost plus a reasonable profit. That should be our goal. Meanwhile we must continue and hasten our research work to determine the actual cost of making milk.

During the past year the average price awarded by the commission was 18 cents per quart for 3.5% milk delivered in Boston. The actual price received was 13.1 cents per quart. The difference of 4.97 cents per quart was the surplus loss.

Costs of production have not and probably will not this summer materially decrease. The commission has publicly stated that its awards were influenced by its judgments as to pub-

lic sentiment in the matter and did not represent altogether its findings of cost. It has said that an award of actual cost would have forced milk to 18 cents per quart to family trade. Under such circumstances we are justified in demanding more money for milk than we received last year. Our ability to receive it will depend upon the proper understanding among consumers, that will maintain demand, together with the price of by-products which are our alternative if milk does not move as whole milk.

The price must be put at the point where the combined price of whole milk and surplus will yield the most money. If we put the price on whole milk so high as to force the greatest volume into the cheaper by-product we shall lose in the operation. If we put the price so low that we would have received a greater sum to have sold part for more and the rest for less, we also lose. Where is the proper point? Our judgment is close to, if not at, the prices paid last year. A readjustment of schedules as to months may be desirable, but the average cannot be materially reduced, if the cost plus profit basis prevail.

General Policy

We believe this meeting should formulate and publish a general statement of price policy. We deal with a commodity absolutely essential to human existence. The public has rights in us as well as duties toward us. If it owes us a price at which we can prosper we owe it protection against exertion and abuse. If we are in business and organized to get out of our product every cent we possibly can, then the public is our trade enemy and we must go into the fight neither asking nor giving quarter. We must encounter and overcome organized opposition, hostile public sentiment, an antagonistic press and destructive legislation.

If, as we believe, our purpose in dairying and as an association is to provide comfortable homes where we and our children may maintain a physical and intellectual standard of living comparable with similar equipment and effort in other industries and such as will perpetuate out in the open country a citizenry which shall maintain the traditions and institutions of which that class has been the strength and stay since the republic was established, the class from which city life draws its largest measure of business and intellectual replenishment, and on whose productive ability it depends for its daily subsistence, then by plain statement of that purpose and open action to carry it out, we shall have the cooperation and support of right-thinking people, the respect and assistance of those whose real interests are identical with ours—the intelligent consuming public.

If there comes the industrial upheaval that many prophesy, if other industries be disturbed by readjustments and uncertainty, the one anchor that will hold steady and secure and enable our country to outlive the storm is an intelligent, prosperous farm people. If unprofitable labor and unattractive living conditions on the farms drives that people to join in the dissatisfaction and unrest that

UNADILLA SILOS

Convenient and Easy to Feed from

The Unadilla Silo is the most convenient silo—recognized as such by experienced, practical dairymen and stockmen.

Twice a day, for 6 to 8 months, silage must be forked to the floor level.

Tons of silage must be handled by hand.

Unadilla silage is pushed out at a door level. The air-tight, water-tight door pushes in at a slight pressure, and is then shoved up in the continuous opening. It never sticks, and it can't freeze in. No forking overhead. It encourages even silage removal because it's easy.

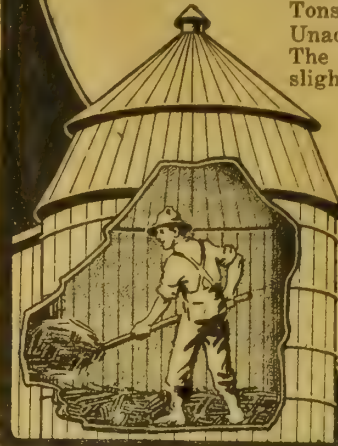
Entrance and exit of the silo are safe and easy. The famous, every-ready door-front ladder and the easy moving Unadilla doors are exclusive features.

There are other convenient features in this strong, air-tight, water-tight, frost repelling and storm defying Unadilla Silo.

Big, interesting catalog and special early-order discount sent on request. Write today. Live wire agents may apply for open territory.

UNADILLA SILO CO.

Box X
Unadilla, N. Y., or Des Moines, Ia.



What A "Ready" Ration Means

A "ready" ration is a feed that is delivered to you ready to be placed in the feed boxes. It is a feed that will save grain for you—an important service now when grain is so urgently needed for food and when the prospect for cheap grain is so doubtful.

A "ready" ration is the most efficient and economical feed for the most efficient and most economical of all food producers—the dairy cow.

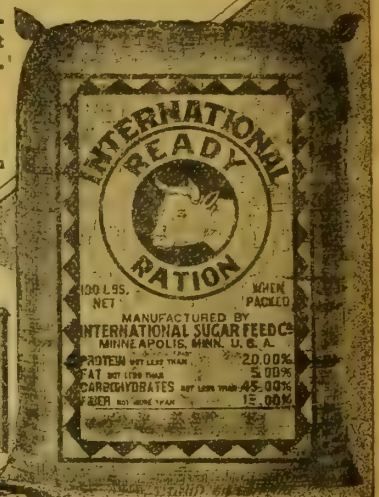
INTERNATIONAL Ready Ration

Is a paying ration. It is a clean feed prepared in clean mills, from ingredients that contain all the essential elements to keep cows fit and maintain maximum milk production.

All these benefits are yours in this ration which saves you all the mixing, all danger from poor quality ingredients, all waste of needless ingredients or wrong combinations.

Try it. If your dealer can't supply you, we will.

INTERNATIONAL
SUGAR FEED
COMPANY
Minneapolis,
Minn.



Dairy Profits and Good Silos live on the same farm

Farmers that make money from dairying use the BEST silos. Green Mountain Silos are always at home where quality rules. Staves are creosote-dipped to prevent decay; hoops extra heavy; strong anchorage system prevents blowing over. Doors are like refrigerator doors.

Write for folder and advantages of early buying.

CREAMERY PACKAGE MFG. CO.

354 West St.,

Rutland, Vt.

GREEN MOUNTAIN SILOS

You Know What You Are Getting When You Buy

R-R LAND LIME

A High Calcium Lime in Powder Form. It is sold under a GUARANTEED ANALYSIS. Shipped either in 50-lb. paper or 100-lb. cloth bags. Most dealers carry it in stock; if your dealer does not, please write us.

ROCKLAND & ROCKPORT LIME CO.

Boston, 45 Milk St.

Rockland, Me.

New York, 101 Park Ave.

breeds revolution, then indeed is our country in jeopardy and our future imperilled.

PERSONAL WORD.

I wish to impress upon you and through you, upon the membership of this organization, the seriousness and importance, as I see it, of the effort in which we are engaged. There have been, are and perchance always will be many organized efforts to uplift and improve the farm life of New England, some wise, some otherwise, some philanthropic, some selfish. This movement of which you are the leaders and the voice, though not the first, is the largest attempt upon the part of the farm people of New England as a whole themselves to establish a successful and prosperous agriculture by promoting its most fundamental branch. I believe that permanent prosperity for our industry must be worked out by the very people engaged in it, that outside help however valuable or disinterested, cannot solve for us the problems we cannot solve for ourselves. Real help we may properly accept from any source that does not compromise our own freedom of action.

New England Agriculture will never be "redeemed and restored," (words which I personally resent as unfair and untrue in their significance) by any other means than self-help and self-determination.

This movement is more than a mere gathering of forces for a matter of profit. It is an expression of sentiment, the visualization of a thought among our people, which thought if I read it aright, is an evidence that the movement to democratize industry now so prominent in the world has, unconsciously perhaps but not the less truly, found expression among New England farmers. It means if anything, that the producers of an essential product seek means to produce and deliver it upon a basis that will maintain and continue the industry and afford a living comparable to that of the users of this product.

In some way it has assumed leadership among the various similar efforts. Its failure would retard for years the development in any substantial form of the idea on which it is based. In this view some of us who have been entrusted with leadership and responsibility have prosecuted our task with a truly prayerful hope that we might be given to see the safe and successful course. The daily grind of detail, of local problems, of time taking, nerve destroying, strength sapping effort, the mistakes, mis-steps, false motions, have not been permitted to obscure our vision of the fundamental purpose and we have worked toward it as we saw it, as best we could. It is for that purpose, for that final objective that I wish to speak a closing word.

The mixed, confusing conditions of the past have presented complexities absolutely impossible of quick, easy and permanent adjustment to accord with the general purpose and plan. Meantime communities and individuals whose problems could not be solved or corrected in certain cases until facilities were provided for carrying out the major plan, have become impatient.

There has constantly confronted this movement, an organized opposition from those whose prestige and gain it threatened, while in the rear there has been a greater danger of two kinds, those who rushed in with the purely selfish view of some local advantage but losing patience dropped out, and those who willing, nay anxious, for what could be done have been unwilling to help do it.

Personally, I realize the responsibility of my job as no one else can. I know what it means in the larger view if this movement fails and the realization staggers me. I entered upon this work over five years ago as an employment. I found it a cause. It has become an obsession. The thing I ask of you and of all like you, is support for the cause. Leadership there must be. But leaders are only of consequence as they can and do honestly, intelligently and actually forward and promote the idea. Those on whom the responsibility rests of daily decision upon a multitude of perplexing detail, without precedent or history to guide them, must inevitably err and sometimes perhaps seriously. In it all I plead not for myself except as I can and do interpret aright the spirit of our movement and as I act wisely to materialize that spirit into actual accomplishment. I do plead that fault in leadership be not charged against the cause. Leaders can and upon occasion should be changed. Forms and method may be altered or revised, but the movement for organized co-operation, business development in New England agriculture, is economically sound and must be supported without abatement of interest and enthusiasm. Let no fault in leadership or delay in accomplishment shake your faith in the ultimate success of a movement that is right.

Voted: That a copy of Secretary Pattee's report be sent to every morning paper and a copy given to every person present.

That the Manager's report be accepted.

A motion "that the locals turn the money in their treasuries which is not of use to them, to the Central Association" was laid on the table.

Voted:

Mr. Hall, Attorney of the Association, reported on legislation in the different states, in regard to the standard of milk. This report was a result of vote taken at the annual meeting of 1918, to investigate this matter.

Voted: That Mr. Hall's report be accepted.

Mr. H. W. Tinkham of Warren, R. I., then made an oral report for the Market Committee. This report dealt with the difficulties met with by the Committees, also the matter of purchase of the Turner Centre Dairying Association, explained the advisability of this purchase and the inestimable benefit it would be to the producers of New England.

Mr. W. B. Farmer of Hampton Falls, N. H., gave further details regarding the manner of purchase and the scope of work possible to be done by the purchase of the Turner Centre Dairying Association giving the details of the

MANURE IS DEFICIENT IN PHOSPHORUS

PHOSPHORUS AND DECAYING ORGANIC MATTER
CONSTITUTE THE KEY TO PROFITABLE
SYSTEMS OF PERMANENT AGRICULTURE

BARIUM-PHOSPHATE

AN ALKALINE FERTILIZER

ANALYZING

16% Phosphoric Acid

7% Barium Sulphide

Is an ideal material for the Dairyman to use

Added to manure it supplies Phosphorus in a most desirable form. A few loads of manure, to each of which a bag of Barium-Phosphate has been added, will produce more Corn per acre than three or four times the amount of manure used alone.

Barium Phosphate is a mixture of an alkaline salt of Barium, which is soluble in water, and Phosphate of Lime and

SUPPLIES PHOSPHORUS AT A LOW COST

Every farmer knows that so long as he can grow clover he can grow anything else, and the converse is also true, that where clover persistently refuses to grow, owing to acid conditions, usually brought about by the continuous use of acid phosphate, then other crops must steadily deteriorate.

Barium-Phosphate, in addition to supplying Phosphorus

Sweetens the Soil

and INSURES a LUXURIANT GROWTH OF CLOVER

without the use of lime, which should always be applied when acid phosphate is used.

Used with manure, or plowed under with green crops, Barium-Phosphate alone will produce good yields and build up the fertility of your farm.

It will pay YOU to write for our book,

"PHOSPHORUS THE MASTER KEY TO PERMANENT AGRICULTURE"

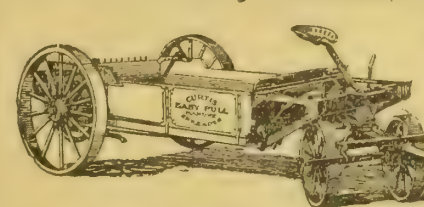
which describes Barium-Phosphate and its uses.

Witherbee, Sherman & Company, Inc.

2 Rector Street, New York City

The Curtis Easy-Pull Manure Spreader

A High Wheel Low-Down Spreader



Easy to Draw. Can be drawn with a pair of light horses.

Body does not strike ground when turning out into field, ditch or gutter.

Wheels not in way of loading.

Even Spreading. The manure is spread evenly and economically.

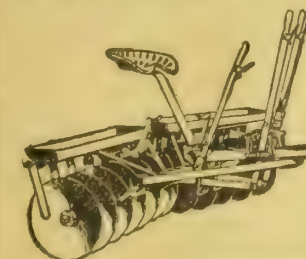
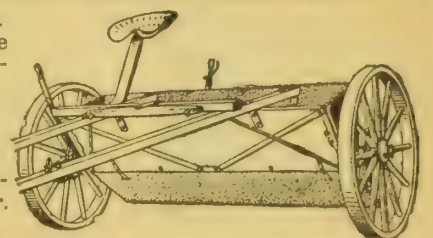
No Intermediate Gear or Stud Shaft.

The Worcester Lime and Fertilizer Distributor

A DEPENDABLE DISTRIBUTOR
Designed Right—Built Right—Price Right—Both Wheels are drivers, independent from axles.

EASY RIDING—RUSTLESS—
BROAD TIRES

Arching overcome by special construction of feed Shaker lever. Made in three sizes.



The Worcester Disc Harrow

Strong, yet Flexible. Round Disc or Cut-out Disc for 1, 2, or 3 horses. Nothing better made.

Tractors

For hauling, plowing, harrowing and general work; four-cylinder engine, Dixie magneto, not too heavy. Particularly adapted for New England farms.



Write to Dept. D and ask for catalog of whichever implements you are interested in.

THE RICHARDSON MFG. CO.,


Manufacturers of
FARM IMPLEMENTS

Worcester, Massachusetts

TRACTORS ENGINES LIME AND FERTILIZER DISTRIBUTORS
DISC HARROWS MANURE SPREADERS FARM TRUCKS

BEEMAN
GARDEN TRACTOR

It Plows, Harrows,
Cultivates
Runs any 4 H. P.
Stationary
Machinery



The Market for Food Products Is Better Than Ever
It must remain so for a long time. Get ready to raise big crops and to take care of them at a reasonable cost for labor.

THE BEEMAN TRACTOR
plows, harrows and cultivates.
Takes the place of a horse
Good for Big Farms
Good for Little Farms
Drives saws and belted machinery
—4-horse power at the belt.
It will pay you to get further information
Ask for Beeman Catalog 56 B. B.
BRACKETT, SHAW & LUNT CO.
1 Washington Street, Boston, Mass.
also Somersworth, N. H.

FREE. BIG COW BOOK.
Address Dr. A. C. Daniels' Boston, Mass.

HELP! HELP!
THE COW NEEDS HELP
IN THE SPRING



**STOP ABORTING
SAVE THE CALF!**

BUY DR DANIELS' COW INVIGORATOR FROM YOUR DEALER.

This Cow Medicine is all Medicine. No Bran, Clay or other filling.

IT IS a Medicine that shows RESULTS.

Money Back Kind—if you are not satisfied, your dealer will refund or you can write to Dr. Daniels.

It means better health.
More Strength

More and better Milk and stronger calf.

If your dealer does not have it send 50c for a sample package to

Dr. A. C. Daniels, Inc.
172 Milk St., Boston, Mass.

Secretary Pattee then read the following supplementary financial report, showing assets and liabilities:
NEW ENGLAND MILK PRODUCERS ASSOCIATION
Statement of Assets and Liabilities

Assets	
Office Furniture:	
4 Roll Top Desks	
2 Flat Top Desks	
2 Oak Tables	
2 Typewriter Desks	
2 Typewriter Chairs	
8 Office Chairs	
6 Small Tables	\$503.00
Addressing Machine	265.00
Adding Machine	225.00
Check Writer	25.00
Safe	250.00
Filing Cabinets	176.00
Stencils	225.00
Typewriters	150.00
Incidentals	150.00
Providence & Worcester Mkt. Furniture	300.00
Balance of cash on hand	4,740.89

Liabilities.	
25% Return Due Locals (1918)	\$7,500.00
Note Cosmopolitan Trust Co.	1,000.00
	\$7,009.89
	\$8,500.00
	\$1,490.11

Showing Liabilities Exceeding Assets to the Extent of					
Membership Report					
Weekly Increase	Members	Commission	Pledges on Sec'y	Personal	Remitters
January 11	63	111	13		
January 18	35	51			
January 25	195	235	38		
January 31	147	196	17		
February 8	304	281	19		1
February 15	283	299	11		
February 21	158	180	31		
February 28	462	425	49		3
Total Increase 1919	1647	1778	178		4
Withdrawals	47	20	3		1
Net Increase	1600	1758	175		3
Report Jan. 1st, 1919	13,594	8373	856		227
Total	15,194	10,131	1031		230
Total Members			15,194		
Total Dues Orders			11,392		
Bal. of Mem. not on orders			3,802		

NEW ENGLAND DAIRYMAN
Statement of Receipts and Expenditures Year Ending December 31, 1918

Receipts	
Cash on deposit January 1, 1918	\$119.50
Deposits (Advertising Receipts)	3,680.83
Deposits (Exchange of Cheques)	321.97
Total Receipts	\$4,122.30
Expenditures	
Deposits (Exchange of Cheques)	\$321.97
Printing (Machine Composition Co.)	2,445.82
Commission (F. L. Weare)	900.69
Mailing Expense (Postoffice)	182.00
Mailing Expense (Service)	151.90
Wrappers	59.61
Office Expense (Stenographic Service)	25.02
Donation (Paper Fund)	5.00
Total Expenditures	\$4,092.01

Balance on hand January 1, 1919 \$30.29
Referring to the above statement, we have examined the cancelled cheques, checked the deposits into the bank and reconciled the balance shown by the bank with cheque book as of January 1, 1919, and find the balance to be \$30.29.
Robert Douglas & Company,
By R. D. Willard,
Certified Public Accountants.

manner in which it might be purchased.

Voted: That the Committee's report be accepted.

Resolution by T. Blair was referred to the Committee on Co-operation and by Thos. F. O'Neill referred to the Committee on Miscellaneous Business

Meeting then adjourned until 9:30 Friday morning, February 28, 1919.

February 28, 1919

Meeting called to order at 10.00 A. M. February 28, with President Frank W. Clark in the chair.

Mr. Hall, Attorney of the Association, reported on legislation in the different states regarding standardization, and asked for discussion by the delegates. Discussion ensued.

Upon call those from Massachu-

setts in favor, arose; six (all) delegates from Massachusetts assented.

Voted: To accept and adopt the report. Committee on By-Laws reported as follows:

Voted: To amend Section 4 of article 7 of the By-Laws so as to read as follows:

"The officers of the Central Association shall consist of a President, a Vice-President, a Treasurer, and a


IDEAL
SILUS

BENNETT BROS. CO.
LOWELL, MASS.


SILUS




Every Farmer's Wife
WANTS A
"LITTLE PET" ENGINE
because it will save her hard work and is just the thing to run her Washing Machine, Cream Separator, Ice Cream Freezer, Churn, House Pump. We do not believe there is a woman living who will not instantly appreciate the convenience of our Foot Starter.
"Step on it"—just easy—and off she goes.
1/2 horse power; air cooled; ball bearing; gas or gasoline.
The greatest little engine you ever saw.
Write us for particulars and price.
CHAS. J. JAGER COMPANY
15 Custom House Street, Boston
33 Canal St., Providence, R. I.
13 Exchange St., Portland, Me.



For Two Thousand Years
the people of Holland have been developing the Holstein-Friesian breed of dairy cattle. They have developed a breed that most economically turns large amounts of coarse fodder into valuable dairy products and is valuable for beef purposes. Holstein-Friesian cows exceed all others in milk and butter production and return a greater profit upon the cost of their feed.
HOLSTEIN CATTLE
Send for our booklets—they contain much valuable information.
HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA,
Box 300 Brattleboro, Vt.



ABSORBINE
TRADE MARK REG. U.S. PAT. OFF.
Reduces Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from Bruises or Strains; stops Spavin Lameness, allays pain. Does not blister, remove the hair or lay up the horse. \$2.50 a bottle at druggists or delivered. Book 1 R free.
ABSORBINE, JR., for mankind—an antiseptic liniment for bruises, cuts, wounds, strains, painful, swollen veins or glands. It heals and soothes. \$1.25 a bottle at druggists or postpaid. Will tell you more if you write. Made in the U. S. A. by
W. F. YOUNG, P. O. F., 165 Temple St., Springfield, Mass.

Wise Bees Save Honey


LAST DIVIDEND AT RATE OF 4 1/2 %
INTEREST BEGINS APRIL 10

Wise Folks Save Money
Are You Efficient?
Your Bank Book will answer this question best. If it shows steady saving, you are. If not—start a Home Savings Bank Account today.
WRITE FOR "BANKING BY MAIL"
HOME SAVINGS BANK
Incorporated 1889
75 Tremont St., Boston.

SAVE HALF Your Paint Bills
BY USING **Ingersoll Paint.**
PROVED BEST by 75 years' use. It will please you. The ONLY PAINT endorsed by the "GRANGE" for 43 years.
Made in all colors—for all purposes.
Get my **FREE DELIVERY** offer.
From Factory Direct to You at Wholesale Prices.
INGERSOLL PAINT BOOK—FREE
Tells all about Paint and Painting for Durability. Valuable information FREE TO YOU with Sample Cards. Write me. DO IT NOW. I WILL SAVE YOU MONEY.
Oldest Ready Mixed Paint House in America—Estab. 1842.
Q. W. Ingersoll, 235 Plymouth St., Brooklyn, N. Y.

"Would you step on a cockroach —or would you refrain from staining the floor?"—Roosevelt

THE "ethics" of business call for courtesy between competitors—and the "ethics" of advertising also demand "truth in advertising." After observing the former, we find it absolutely necessary to "step on" some of the false claims and untrue propaganda of several separator manufacturers in an attempt to preserve a semblance of "truth" in their advertising.

We owe it to the dairy people of this country to present the real facts regarding cream separators. Propaganda based on the falsest of claims has been spread in an attempt to mislead American farmers. In presenting these facts, we stand ready to prove every assertion; they are based on actual records of dairy history.

Official records show that the first cream separator was invented by the French, and that patent No. 105,716 was granted to the company of Fives-Lille, of France, November 19, 1874, for a "system of continuous centrifugal separation." A little later the Danes developed the cream separator and were the first to introduce cream separators into America. Four years later, in 1878, a Swedish concern took advantage of the French invention and built a cream separator.

Looking for American business, this concern contracted with Mr. P. M. Sharples, an inventive genius of West Chester, Pa., to manufacture, install, and repair their machines in America. The first machines were decidedly impractical and unfitted for efficient use in American dairies and creameries.

Mr. Sharples attempted for a few years to make of this foreign machine a satisfactory separator, and during this time invented all the great improvements that have since been used by this type of machine. Among his invented improvements were the discs in the bowl, the splash oiling system, the detached spindle, the lowering of the supply can, and the concave bottom bowl, which permitted a part of the weight of the bowl to be suspended below the bearing. The complication of the machine, however, soon caused him to give up this manufacturing contract entirely, and, with true American ingenuity, he built a real American separator, adapted to American dairy needs and entirely different in that it was a most simple and efficient machine.

The Sharples factories are the oldest and largest separator factories in America. They have always been entirely American-owned. During the thirty-eight years of its existence, The Sharples Separator Company has manufactured more separators than any other factory in America, and the output of the Sharples factory today

exceeds that of any other separator factory in the world. More Sharples machines are being sold than any other, and a much larger percentage of those sold are today in actual use.

Every American dairyman should know these facts, and has the right to, and should, on buying a machine, ask the following questions of any separator manufacturer:

"Will your separator skim clean and deliver a cream of even density at any speed at which it may be turned? Is the bowl free from troublesome discs or blades? Has the separator an entirely automatic oiling system and do you guarantee your separator for durability to the extent that you guarantee a repair expense not to exceed \$2.00 per year?"

"Is your separator built in American factories, by American manufacturers, by American labor, of American material, and entirely owned by Americans? Is it truly an American separator, encumbered by no suspicion of taint of Hun propaganda?"

It is due to Mr. Sharples' untiring efforts during the thirty-eight years of his separator manufacturing experience—not to any foreign makers or inventors—that the American farmer owes the modern efficient cream separator. The Sharples Suction-feed Separator is the perfected machine; all other separators are today where Sharples left off years ago—old style, bucket bowl, fixed feed machines.

We say, without fear of contradiction, that the modern Sharples Suction-feed Separator

—is the *only* separator in the world that skims clean and delivers a cream of even density at widely varying speeds;

—is the *only* separator in the world with a controlled varying capacity;

—is the *only* separator in the world with a knee-low supply can, easy to fill;

—is the *only* separator in the world with a perfect automatic splash oiling system, not a single oil cup;

—is the *only* separator in the world with a hollow tubular bowl—no discs to wash.

Write today for the complete Sharples catalog on cream separators. Address Dept. 57.

The Sharples Separator Co., West Chester, Pa.

BRANCHES:

CHICAGO

SAN FRANCISCO

TORONTO

NATIONAL CREAMERY BUTTER MAKERS: MEET US AT THE CONVENTION

It will pay you to get in touch with the Sharples representative at the Cedar Rapids, Ia., Convention. He will be glad to tell you what the Sharples institution is doing to help the dairy interests of America. Make yourself known.

"Over 2,425,000 Sharples Separators in daily use."

The afternoon session opened at

Mr. R. Pattee asked permission to present the following resolution for immediate consideration



We, the voting members of the New England Milk Producers' Association representing every one of the 47 counties from which milk comes to supply the New England markets, and a membership of over 15,000 producers for those markets, hereby unanimously announce to the consumers of our product the following purpose and policy with respect to price and invite the co-operation of all interests to make it effective.

It is our purpose to continue in the dairy business if, from it and the other agricultural activities made possible by it, we may receive for ourselves sufficient remuneration to enable us to maintain a standard of living comparable with that of the users of our product and essential to the maintenance of the social, moral, mental and physical standards of the time in which we live.

We pledge to the consuming public a continued production of the most essential element of its subsistence at a return to us which shall call for intelligent and efficient business practices.

We have no desire to extort from the consumers fictitious values or exorbitant profit. We welcome the investigation at all times, by competent authorities, of the costs of maintaining the industry upon the foregoing basis and pledge ourselves to produce and to sell the product of that industry at such costs plus the reasonable profit to which the investment we must make, in capital, effort and intelligence, is justly and properly entitled.

We desire to strike hands with the consumers in an effort to place in their possession at the least possible expense consistent with the foregoing purposes, the greatest quantity of our product they can advantageously use. In this policy of developing the dairy industry of the New England states, we ask the co-operation of the general public to the end and that we may have continued and prosperous agricultural people who shall contribute to the utmost measure in maintaining in New England, a self-supporting and self-respecting population whose continuance on that basis is absolutely essential to the welfare and maintenance of the industrial and social life of this section of our land.

Voted, that the resolution be accepted.

The following resolution was handed in by the Directors asking permission to introduce it for immediate consideration:

Resolved: that the market committee, consisting of Messrs. Tinkham, Farmer and Moody, be continued and that they be empowered and authorized to investigate the Turner Centre Dairying Association proposition and to employ such experts and to expend such money in their investigation as the Executive Board of the Board of Directors may deem proper under their supervision.

Voted, that the above resolution be accepted and adopted.

In order that there should be no misunderstanding regarding the above resolution, Mr. W. B. Farmer was asked to go into further details re-



JAMES Mor-Milk

Save time when feeding



Save time on watering cows
Do away with tank heater bother



Save time when cleaning



From Cattle to Field with but one handling.



Building a Dairy Barn



\$20 PER COW

Records of 25 herds showed James Cups increased milk yield $2\frac{1}{2}$ lbs. per day average, saved \$2.50 on labor and 49c on fuel per cow each winter—total of \$20 more profit per cow.

Lost a Hired Man? —James Equipment— Saves Barn Work

James Mor-Milk labor saving Barn Equipment makes barn work easy. The light running James Carriers make chore time almost play time, turning the disagreeable task that heretofore has been shirked by all into a job that boys enjoy. James Scrapers make quick work of cleaning up cement floors; James Stanchions keep the stalls clean by lining up cows at the rear, so that manure falls in the gutter and not on the standing platform; and the James Swinging Sure Stop saves time and trouble when putting cows into stalls.

The James Feed Truck or Feed Carrier saves much walking to and from feed rooms—makes unnecessary the lifting of heavy baskets. James Drinking Cups save time, save fuel and increase milk yields. Cow testing records show average increases of $2\frac{1}{2}$ lbs. per cow per day—James Cups pay 200% and more a year on their cost.

And so on with other James Equipment—stalls, steel pens for cows, calves and bulls, hogs and sheep, ventilators, bull staffs, manglers, swinging cranes, milk can carriers and horse stable fixtures.

FREE BOOK

320 page book—"The James Way"—tells all about these James inventions and about James free barn plan service. Mail the coupon now; get full details how to cut barn work in half and make more milk—how James Equipment will solve your barn problems.

**James Mfg. Co. Ft. Atkinson, Wis.
Elmira, N. Y.**

TEAR OFF COUPON

JAMES MFG. CO. — Please send me your free book on barn planning, ventilation and equipment. Also the James Barn Magazine (free).

I have.....cows. I hope to build.....

remodel.....about..... Am interested in.....

Stalls (), Stanchions (), Carriers (), Drinking Cups (), Ventilators (), Steel Pens (), Bull Staff ().

Name.....

R. Sta..... P. O.....

N. E. 3-2A R. F. D..... State.....

James Safety-First Bull Staff. \$3.50 f. o. b. Ft. Atkinson or Elmira. Par. Post, 1st and 2nd zones, 11c; 3rd zone, 18c; 4th zone, 33c; 5th zone, 46c.

WRIGHT-ZIEGLER CO., 12 So. Market St., BOSTON, MASS.
New England Distributors

WANTED

I want 150 more Dairymen, Farmer Boys, or Regular Agents, as local representatives in Maine and N. H. for the Dr. Clark Purity Milk Strainer, which removes every last bit of the finest sediment, a sure all-the-year-round seller, every milk producer needs one. For full information write H. C. Soule, Dept. D, Canton, Maine.

TOP QUALITY



BOTTOM PRICE

BALED SHAVINGS

The Best BEDDING For Cows
ABSORBENT, SANITARY, CHEAP
Write for Delivered Price in Car Lots

NEW ENGLAND BALED SHAVINGS CO.
ALBANY, N. Y.



TANGLEFOOT

The Non-Poisonous Fly Destroyer

The U. S. Dept. of Agriculture says in the bulletin: "Special pains should be taken to prevent children from drinking poisoned baits and poisoned flies dropping into foods or drinks."

garding the Turner Centre proposition and Mr. Farmer responded.

The delegates then proceeded with the election of officers as follows:

BOARD OF DIRECTORS 2 YEARS.

F. S. Adams, Bowdoinham, Me.
E. B. Thompson, E. Andover, N. H.
Mark H. Moody, Waterbury, Vt.

H. S. Ashley, E. Longmeadow, Mass.

T. G. Hazard, Narragansett Pier, R. I.

C. J. Abel, Lebanon, Conn.

Verne W. Race, No. Granville, N. Y.

BOARD OF DIRECTORS, 1 YEAR.

L. E. McIntire, E. Waterford, Me.

F. W. Rogers, Meriden, N. H.

L. H. Cook, Danby, Vt.

Elmer M. Poole, No. Dartmouth, Mass.

E. V. Theinert, Albion, R. I.

R. A. Sikes, Ellington, Conn.

Dr. Geo. R. Little, Schaghticoke, N. Y.

DIRECTORS-AT-LARGE

H. W. Tinkham, Warren, R. I. 3 years

Geo. A. Phelps, Milton, Vt. 2 "

W. E. Knight, Clinton, Me. 1 "

VICE-PRESIDENT

Clifton E. Walcott, Barre (Plains, Mass.

SECRETARY

Richard Pattee, Newton Highlands, Mass.

TREASURER

H. L. Webster, W. Canaan, N. H.

Immediately upon the election of Richard Pattee, as secretary of the New England Milk Producers' Association, he was sworn into office by Mr. Hall, attorney, taking the following oath:

COMMONWEALTH OF MASSACHUSETTS.

February 28, 1919.

SUFFOLK, ss:

The personally appeared before me, Richard Pattee and made oath that he would faithfully and impartially perform the duties of office of Clerk of the New England Milk Producers' Association.

REUBEN HALL,
Notary Public.

Mr. C. V. Paddock offered the following resolution and moved its adoption:

Resolved: that the Directors be authorized and empowered to establish a marketing system for handling the farm products of members of this organization including the purchase of the Turner-Centre Dairying Association and other necessary facilities.

The rules were suspended and the resolution adopted.

Mr. W. B. Farmer, of N. H., demanded a roll call of the delegates and Secretary Pattee proceeded to call the roll. Forty-two delegates answered to their names and voted in the affirmative. Five members were absent. No delegate voted in the negative.

Roll Call on Marketing System.

Those voting in the affirmative were:

Chauncey Gleason, Massachusetts

Clifton Walcott, "

H. B. Ashley, "

Elmer M. Poole, "

Verne W. Race, "

Wesley C. Foster, New Hampshire

Julian Bell, "

H. L. Webster, "

C. V. Paddock, "

Herbert Hayes, "

Arthur C. Chene, "



L. L. COGGSHALL
Maple Glen Farm
LOCKE, N. Y.
Successor to CORYDON PECK, Deceased

Chapin & Co., Chicago, Ill.

Gentlemen:—
I have tried all kinds of grain rations for my Guernsey herd, including those suggested by Cornell and the best known breeders in the country. Every time I come back to Unicorn better satisfied than ever. I am now through experimenting with feed mixtures of others who think they can beat it either for economy, yield or condition of herd, because I know that they don't know what they are talking about. If they would all stop fussing around with half baked theories and give Unicorn a good honest and unprejudiced feeding test for 90 days, I know that they would agree with my statements and that it would show them how to save money and time, and their herds would do better in yield and condition, with less cost for grain than ever before. I speak from eight years experience with Unicorn. I have also tried all the other rations said to be just as good, and Unicorn for me every time.

Yours truly,
L. L. Coggs Hall

Every feeder of Unicorn says as much as Mr. Coggs Hall writes. They all like Unicorn.

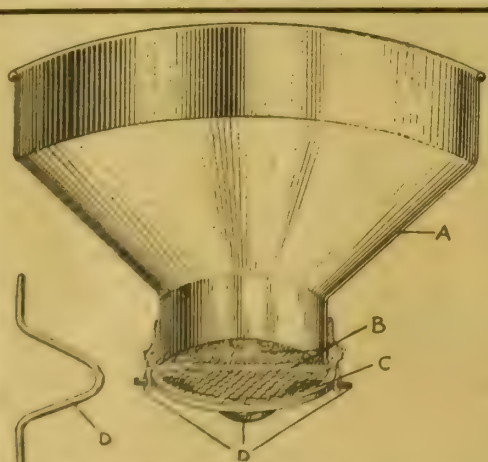
Send a 3c stamp for our new Dairymen's Manual which tells you how to make bigger profits.

CHAPIN & CO.
Dept. X, Boston, Mass.

INGREDIENTS
WHEAT FLAKES
WHEAT
BARLEY
STARCH
SEED MEAL
HOP MEAL
BARLEY FEED
WHEAT MEAL
BROKEN GRAINS
WHEAT BRAN
UNSEED MEAL
SALT

100 Lbs
UNICORN DAIRY RATION
READY
TRADE MARK
REG. U.S. PAT. OFF.
GUARANTY
PROTEIN
CARBOHYDRATE

FEED ANALYSIS
25% FAT
25% FIBRE



"A" Strainer Funnel.
"B" Sterilized cotton through which milk MUST go.
"C" Coarse wire screen ring for clamping cotton pad to bottom of funnel.
"D" Wire Clamp.
THAT'S ALL

DR. CLARK PURITY MILK STRAINER WILL NEVER WEAR OUT

Not complicated. Just a mighty good strainer that removes every bit of sediment from milk. No cloths used. No fine wire gauze to wear out. Your wife does not have to spend most of the day washing cloths and cleaning the strainer.

The only strainer made which Will Remove Fine Black Muck and Fine Dirt from Stable Floors, from Milk. Will Absolutely Remove Every Last Bit of Sediment, No Matter How Fine It May Be.

In daily use at the Conn. State Agricultural College. Approved by the U. S. Government. Endorsed by the Conn. State Dairy and Food Commission, Agricultural Colleges, Dairy and Food Commissioners, and the Smallest as well as the Largest Dairymen in the country.

We Guarantee Our Dr. Clark Purity Milk Strainer to Remove Every Last Bit of Sediment from Milk, and to Remove Sediment which No Other Strainer will.

Costs but little more than ONE CENT per day for absolutely clean milk.

C. F. KLINGER, Groton, Conn. H. C. SOULE, Canton, Maine.
General Agent for New England States. Agent for Maine and N. H.

E. B. Thompson,
 Fred E. Gorham,
 Fred D. Parker,
 C. W. Noyes,
 L. H. Ford,
 F. A. Potter,
 Walter A. Ayer,
 F. E. Chandler,
 Edgar L. Smith,
 H. W. Clements,
 G. E. Hawkes,
 G. W. Q. Perham,
 J. E. McMichael,
 W. E. Knight,
 F. A. Adams,
 G. C. Young,
 F. J. Libby,
 T. Blair,
 M. L. Towne,
 F. L. Parmelee,
 O. P. Black,
 L. H. Cook,
 H. W. Fowle,
 C. O. Church,
 W. P. Russell,
 Wm. F. Spokesfield,
 R. A. Spikes,
 C. J. Abel,
 G. R. Little,
 Verne W. Race,
 El. W. Theinert,
 Those voting in the negative were:
 None.
 Absent.
 M. H. White,
 A. S. Andrews,
 Dr. J. A. Ness,
 L. J. Rowley,
 Alexander Hadlock,
 Voted: that the absent members be

communicated with in order that the above question be voted upon by all. President Clark addressed the meeting, stating that he had resigned the office of President of the Association. At the conclusion of his remarks, the delegates gave him a rising vote of thanks.

Secretary Pattee addressed the delegates present, at the conclusion of President Clark's remarks. At the conclusion of Mr. Pattee's remarks, the meeting was adjourned, at 5 p. m.

A true copy of the record.

Attest: RICHARD PATTEE,
 Clerk.

WHAT THE ORGANIZERS DID February 1918

	Mem.	Dues	Ord.	Cows
Adams	173	172	1118	
Currier	175	185	2989	
Brown	188	199	1934	
Hall	215	242	2581	
Morrow	215	242	3833	

One year ago the Association owed approximately \$7500 more than its assets. This included dues to local branches. March 1st, 1919, its assets are within 1490.11 of paying all bills including dues to locals, a net gain of \$5000.00 during the year. During the year extraordinary expenses before the Milk Commission, advertising, National Federation, Attorney's Fees, etc., amounted to over \$5000. Had these not occurred the Association would have assets over liabilities. There is now due from dealers enough to wipe out all debts.

PROVIDENCE, R. I.

(Continued from Page Four.)

February price per cwt. f. o. b. Providence \$4.4756
 Less deductions allowed .4407

Net to producers at Westerly \$4.0349
 March price per cwt. f. o. b. Providence \$4.4175
 Less deductions allowed .4407

Net to producers at Westerly \$3.9768

The Providence Dairy Company receives milk at points where there are no receiving stations or transfer expense. At such points the deductions from the price delivered in Providence are transportation, can service, sampling, weighing and testing.

The price in the various zones other than at Willimantic and on the Westerly trolley milk is shown in Table IV.

Deductions allowed the Providence Dairy Co. on milk passing through all stations, except Willimantic and Westerly.

TABLE IV.

Zone	Miles	Deductions per cwt. Shipped in 20 qt. cans
1	1-20	.3018
2	21-40	.3257
3	41-60	.3857
January price per cwt. f. o. b. Providence		\$4.5338
Surplus allowance ordered by Commission		.0338
Net price to producer		\$4.5000

Zone	Miles	Shipped in 20 qt. cans
1	1-20	\$4.1982
2	21-40	4.174
3	41-60	4.1143
February price per cwt. f. o. b. Providence		\$4.4756
Price by zones at shipping stations		

Zone	Miles	Shipped in 20 qt. cans
1	1-20	\$4.174
2	21-40	4.150
3	41-60	4.090
March price per cwt. f. o. b. Providence		
Price by zones at shipping stations		

Zone	Miles	Shipped in 20 qt. cans
1	1-20	\$4.116
2	21-40	4.092
3	41-60	4.032

WHAT DO THESE HEAPS MEAN?

THEY represent the difference there is in the digestibility of different feeds. They illustrate the milk-producing value of Buffalo Corn Gluten Feed, with its high average of 1614 digestible pounds to the ton, compared with another feed which runs relatively low in digestibility.

They are intended to impress upon you how important a thing the digestibility of feed is—to emphasize the fact that the cow can make milk from only that part of her feed which she can digest, and can make none from the part she cannot digest.

All dairymen appreciate the importance of this point of high digestibility. But too many men, usually those who can least afford not to get the most for their money, overlook it when they buy feed.

Put your feeding on a digestibility basis. Feed highly digestible Buffalo Corn Gluten Feed, and get more milk.

Write today for sample, feeding formulas, and particulars.

NEW YORK

CORN PRODUCTS REFINING COMPANY

CHICAGO



**BUFFALO
 CORN
 GLUTEN FEED**

1614 DIGESTIBLE POUNDS TO THE TON

**Heaps of
 Difference**

THE DIGESTIBLE PART OF
 A FEED LOW IN DIGESTIBILITY

THREE NEW World's Champion Records—and

Where
Sanitary
Conditions
Prevail

ARDEN FARMS, Inc.
St. Paul, Minn.

PURE
BRED
HOLSTEIN
FRIESIANS

The Quaker Oats Co., Chicago, Ill.

We have been feeding SCHUMACHER FEED to the two new World's Champion heifers, JEWEL PONTIAC SEGIS and BEAUTY BEETS WALKER SEGIS, for some time and are pleased with the results. We also enclose herewith a circular showing the World's Records made by BEAUTY GIRL PONTIAC SEGIS another of our young heifers that has broken twenty records in all. I am pleased to advise that she was also fed on SCHUMACHER FEED.

Yours very truly,
J. M. HACKNEY.

"THE proof of the pudding is in the eating." Results are what count and results are what you want from your dairy cows. When we tell you that SCHUMACHER FEED is the greatest result producing, carbohydrate or maintenance dairy ration, the assertion is backed up by facts as per the above letter from Senator Hackney—facts that are indisputable. When 32 World's Champion Cows have made their world's records while fed SCHUMACHER FEED as a carbohydrate part of their ration, it's pretty good evidence that it will prove the best result producing feed for YOUR cows.

Schumacher Feed AND Big "Q" Dairy Ration

fed in combination make the ideal dairy ration for long time milk production. SCHUMACHER FEED because of its palatability, high digestibility and sufficient bulk keeps cows "on their feed" and—supplies them with vitality and reserve energy to "stand up" under long distance production—this is proven in the fact that of the 32 World's Champion records to its credit, 25 were on long time production.

BIG "Q" DAIRY RATION is first, last and all the time a QUALITY protein ration—a wonderful milk producer. With SCHUMACHER as a maintenance part of the ration and BIG "Q" as the milk producing part of the ration you are assured maximum milk production over long milking periods. Give it a trial—get it from your dealer—if he can't supply you, write us.

The Quaker Oats Company

ADDRESS
CHICAGO, U. S. A.

Jewel Pontiac Segis

World's Champion Jr.
3-Year Old Holstein.
In 76 days produced
1171.15 lbs. Butter and
2924.5 lbs. Milk.

Beauty Beets Walker Segis

World's Champion Jr. 3-Yr Old
Holstein. In 66 days produced
1044 lbs. Butter and 2342.20
lbs. Milk. This heifer broke 20
world's records in her first two
lactation periods.

Beauty Girl Pontiac Segis

of Arden Farms, Inc.
World's Champion Jr. 3-Yr. Old
Holstein-Friesian.
At age of 3 years, 2 months and
7 Days, produced 1112.91 lbs.
Butter and 24924.70 lbs. Milk.

